Board of Trade Journal

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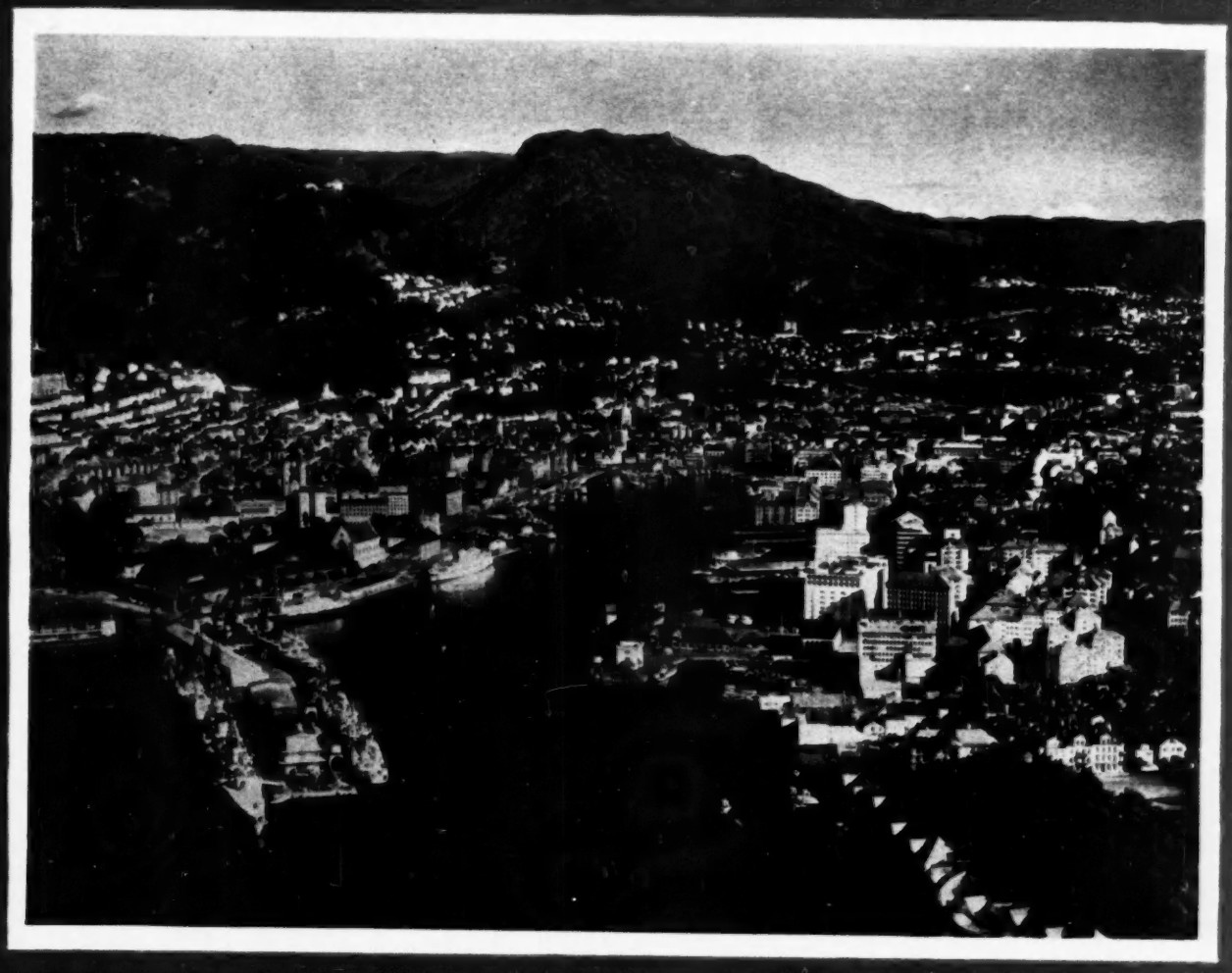

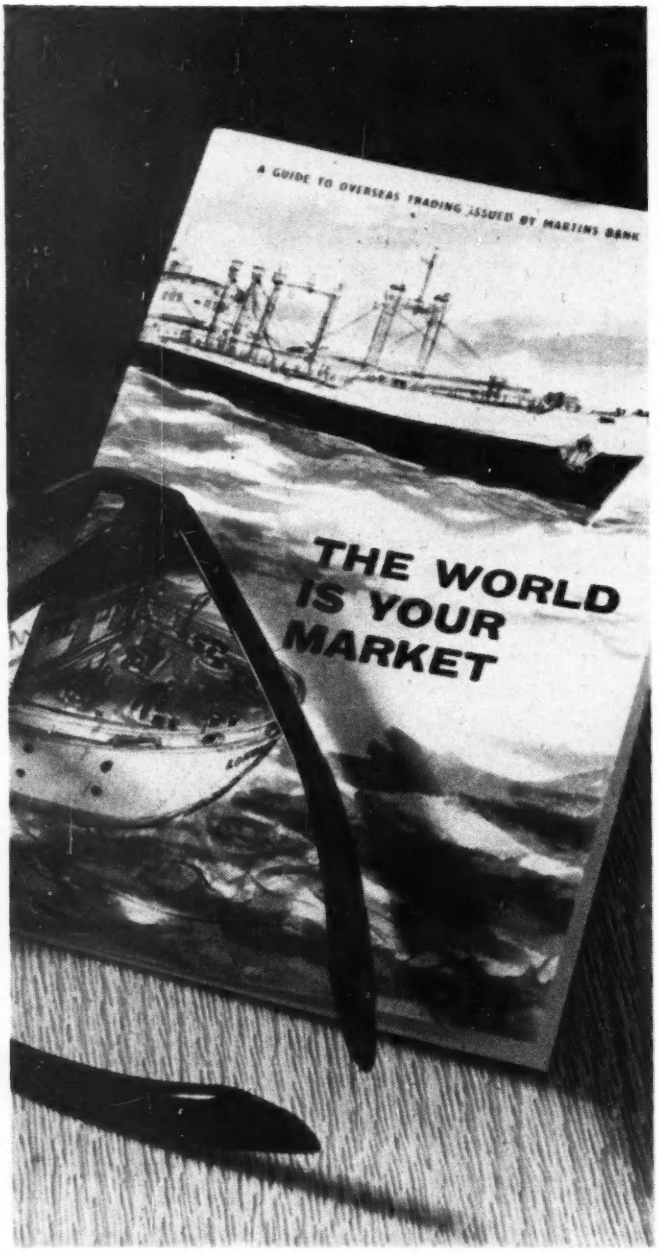

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Board of Trade Journal

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1 NOVEMBER 1963

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Front cover photograph

Bergen with a population of nearly 120,000, Norway's second largest city (Oslo's population is 477,121), is the main shipping centre of Norway. Through this port Norway exports pulp and paper, edible animal products, base metals and manufactures thereof, oils and fats, and imports machinery, transport equipment, fuel oil, textiles and cereals. Bergen, handling cargoes of over 2½ million metric tons in 1962, is the port through which about 10 per cent of Norway's imports and about 10 per cent of her exports are shipped. There are excellent shipping facilities between Bergen and Britain as well as regular air services.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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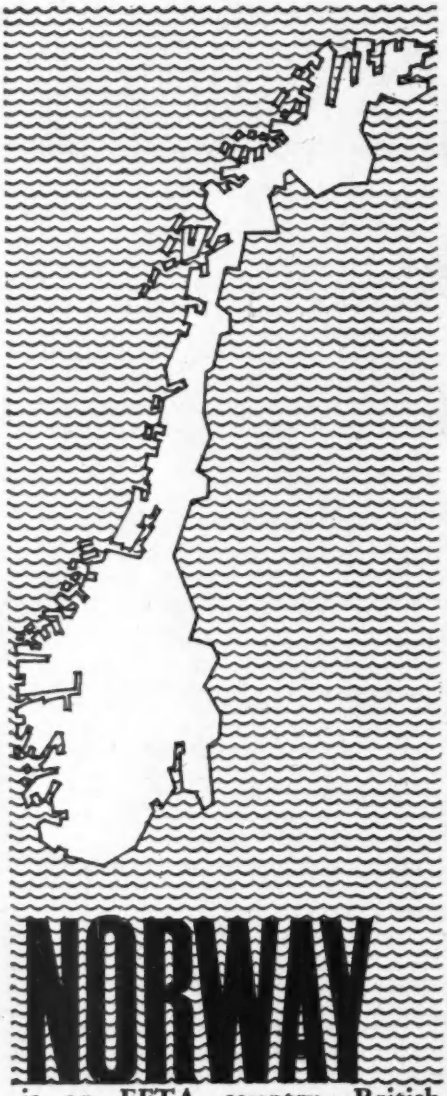

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If you decide to visit Norway and see for yourself, you are most welcome to call on any member newspaper and discuss your problems. We shall be glad to give you the benefit of our local knowledge and to effect the necessary introductions.

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Bergen — the Gateway to western Norway

A REPORT FROM THE BRITISH CONSULATE AT BERGEN

IN AUTUMN 1962 the 'Gateway to Britain Weeks' were held in Bergen and Stavanger. As one of the main events of the Week's arrangements were made in both towns for British industrial and commercial goods to be displayed at special exhibitions. Something like 150 British firms participated in these exhibitions, and a wide variety of British manufactured goods were on show. A year later, what can be said in retrospect?

The Weeks were an outstanding popular success, and approximately 50,000 people visited the exhibitions at each town. It is difficult to assess the value of the Weeks in statistical terms of increased trade, but there can be no doubt whatever that they helped to encourage British trade with the areas involved. They provided clear evidence that British exporters were interested in the Norwegian market; they enabled the firms who took part to meet and get to know Norwegian importers and to acquire first-hand knowledge of the market, which in itself is important as personal contact is greatly valued by Norwegian firms; they afforded excellent publicity for all sorts of British manufactured goods which were attractively displayed.

During the Weeks most of the main shops and stores in the two towns put on special window displays of British merchandise with gratifying results. It is, however, in maintaining increased sales of British goods that success must be measured, and it is encouraging to report that in some cases, in clothing and clothing accessories, for example, this has occurred. There has also been increased interest in the importation of British foodstuffs and confectionery such as biscuits, pickles, etc., and the Weeks were instrumental in introducing into the Norwegian market two British firms making carpets and mattresses and divans.

One of the largest stands in the Industrial Exhibition at Bergen was that of the shipbuilding firms of North-Eastern England who had combined together to make an impressive display of everything connected with the shipbuilding industry – models of ships and sectional models of marine engines. British shipyards have always kept in close touch with Bergen shipowners. An order for a large tanker has recently been placed by a Bergen owner with a North-Eastern yard.

The Bergen agents of British motor-car firms put on show during the Week an excellent selection of British cars, and, in spite of the fact that the autumn is not the most suitable time for the motor-car trade, great interest was shown and many inquiries were received. The British share of the Norwegian car market has increased during the last two years – even though cars in Norway are not subject to EFTA duty reductions – and a British car has been challenging the ubiquitous Volkswagen in popularity.

The market for British cotton textiles and piece-goods has declined in recent years, not least because the Norwegians do not find British designs to their liking. They have, of course, a flourishing textile industry of their own. Yet Continental fabrics have gained in popularity, and their designs and colours are praised by the Norwegians.

Bergen is an important centre for the manufacture of shirts, ready-made garments, cotton sheeting, etc., and British exporters could increase their sales to makers-up by offering materials nearer to Norwegian requirements. There will undoubtedly be a great new opportunity for British manufacturers as the EFTA reductions in duty take effect.

If we can offer materials competitive in design and, at the same time, maintain the quality and punctual delivery of our goods (for which our reputation is high), we can certainly hope to expand our share of the trade and at prices which will be hard to match. A delegation from the Cotton Board has recently visited Norway to investigate the market. Their report will be of great value to exporters.

The Norwegian market should have special attraction for some of the smaller British firms seeking to obtain, or to increase, their export markets. Smaller firms could, probably without undue difficulty, adapt their production lines to cater for Norwegian tastes and standards – thus giving themselves an excellent chance of exporting to Norway. The market is not large but it is dependable, and, once established, these firms would find themselves with a permanent and reliable outlet. Other reasons why Norway should be attractive to smaller firms are the friendliness of the Norwegians, the widespread use of English as a business language, and the Norwegians' desire to do business on a man-to-man basis. But questions of taste and standards are very real ones, and no exporter can hope to be successful unless his products are attractively packaged and presented and of good quality.

As far as Western Norway is concerned the Bergen Line, whose passenger ships provide a regular service between Bergen, Stavanger and Newcastle-upon-Tyne and whose cargo ships carry a large proportion of the imports from Great Britain to Western Norway, have produced a wide-ranging and objective survey of Norway's

The launching of the tanker 'Rimfonn' on August 19, 1963, at the Belfast shipyard of Harland and Wolff Ltd., for Sigval Bergesen, Stavanger.

economic structure called West Norway – an Economic and Industrial Survey.

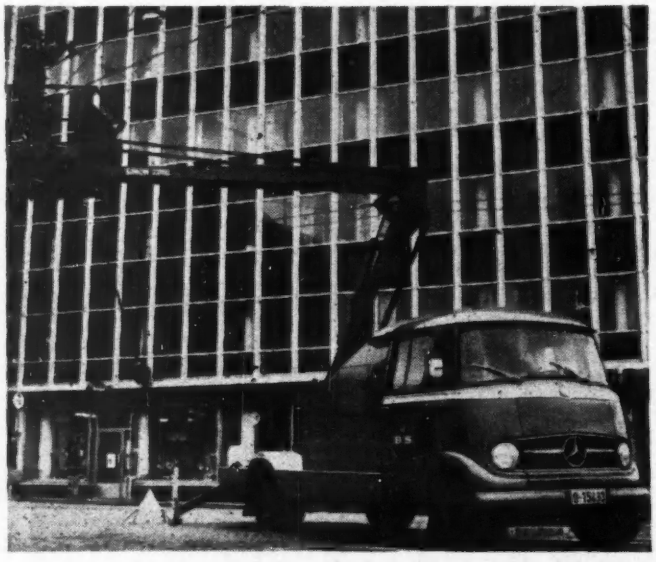
The survey has been prepared in close collaboration with the Norwegian Institute of Economics and gives a description of Norway's economy and trade possibilities in the Western Norwegian region which runs from Aalesund in the North to Stavanger in the South. The Bergen Line will be happy to provide copies, on request, to British firms who are interested in trading with Western Norway.

Bergen, the centre of Western Norway, lies close to Great Britain. There are air services and a short-sea route, and it is thus a simple matter for British businessmen to establish and maintain contact with their Norwegian trading partners. It cannot be too strongly emphasized that the Norwegians, although they are used to corresponding in English, much prefer to have personal dealings in their business affairs, and they place considerable value upon personal visits by British exporters.

Since the breakdown of the Brussels negotiations there has been renewed interest in the Norwegian market by British exporters. Whilst it is natural that exporters should first seek an agent in the capital, they should be careful to ensure that Bergen and the west coast are adequately covered, either by sub-agents or, if necessary, by a separate agent in Bergen. From Bergen, itself an impressive and beautiful town, famous for its hospitality and the warmth of the welcome it extends to all British friends, the whole of Western and Northern Norway are served by excellent shipping services.

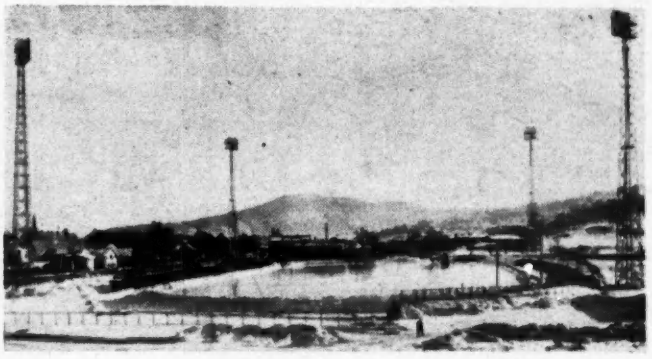
There is no doubt that the traditional and enduring friendship and co-operation between Norway and Great Britain provide much goodwill towards British manufacturers, and if British prices and delivery dates are competitive, Norwegian firms are always happy and willing to do business with us.

Hydraulic platform at work



A Simon hydraulic platform engaged on maintenance duties in Norway for Bergen Sporveier (Bergen Tramway Company); the operator is working on the trolley-bus air cables. The machine was made by Simon Engineering Dudley Ltd., and is mounted on a Mercedes-Benz chassis with special bodywork.

Stadium floodlighting



Osram's floodlighting installation at the Maxienlyst Sports Stadium at Drammen, near Oslo.

Export opportunities in Norway

THE FOLLOWING are brief details of inquiries received by the Export Services Branch of the Board of Trade from Norwegian importers who wish to buy British products. The initials in the right-hand column provide the key to the nature of the inquiry, i.e. MR means 'market report'; EO/A means 'export opportunity and agency'; 'T' means a call for tender.

File No.	Commodity	Tender, E.O., M.R.
E.S.B. 26853/63	Domestic Radio	M.R.
E.S.B. 31902/63	Suitings	E.O./A
E.S.B. 26150/63	Plastic Footwear. Paper Utensils	E.O./A
E.S.B. 23929/63	Railway Cars for Overhead Line Maintenance	E.O.
G.D. 876/62	NATO Contract – Low Frequency Cables	T
G.D. 1519/63	NATO Contract – Construction of Ammunition Stores at Airfield	T
G.D. 92/62	NATO Contract – Building Works and Utilities for Office Building	T

These details are from the 'Export Service Bulletin', published three times a week with a weekly supplement and available to British exporters at £10 10s. a year. Copies of particular Bulletins containing further details of the items referred to above can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4, on remittance of cash with order of 2s. per copy Further extracts from 'Export Service Bulletin' appear on page 986 of this issue.

Export convention at Slough

AN EXPORT Convention in which industrialists with considerable experience in the field of exporting, assist local businessmen with their exporting problems, was held at the Slough College department of management and business studies on October 31. Subjects discussed included 'Finance in world trade', 'Shipping and delivery of goods', and 'Selling and publicity'

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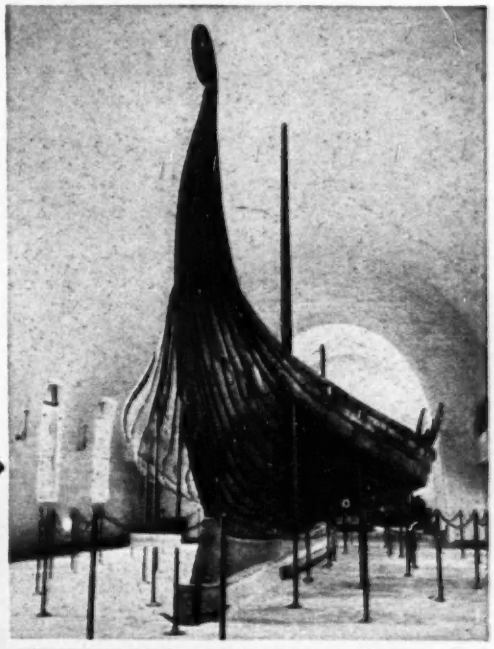
THE CITY OF STEEL SELLS TO NORWAY

Norway, in area the fifth largest country in Europe, has a population of 3,600,000 almost equally divided between urban and rural areas. At least 4/5ths of the country is more than 500 ft. above sea level. The economic development of the country is rapidly progressing. Living standards are among the highest in the world and in the last four years wages have increased by 20%.

There is full employment in Norway and by far the largest groups are those working in industry and mining (25%), agriculture (17%) and commerce (10%).

In order to maintain her living standard, Norway needs to participate in foreign trade. In 1961 the total of her imports and exports amounted to more than £250 per inhabitant. Few countries in the world were ahead.

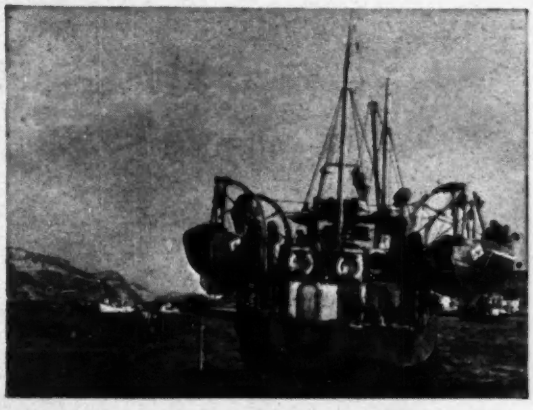
The Steel Company of Wales exports sheet steel and tinplate to Norway for her industries. In 1962 the total *world* exports from 'The City of Steel,' the Company's vast steelworks at Port Talbot, amounted to £35 million. This included 45% of Britain's sheet steel exports and 75% of her tinplate exports, sales which were achieved in the face of heavy competition.



The Oseberg Viking ship, Bygdøy, 9th century A.D.

OSLO GOES UNDER Like most world capitals Oslo has traffic problems. Here is Karl Johans Gt. in the city centre. This year an extension to the new underground railway will be in operation, relieving the city's congestion. Passenger coaches are now being made by Strømmens Værksted, using sheet steel imported from The Steel Company of Wales.

BRIGHTER OFFICES—WITH STEEL Modern Norway's brightness is reflected in the steel partition walls in this building of the firm of Gustaf Aspelin Co. at Alnabru, supplied by Høvik Verk, a customer of The Steel Company of Wales.



MARITIME WEALTH Norway's fishermen can do most of their work near to home; the coastal areas are well stocked. The catch from these fishing vessels will go to one of the Norwegian fish canners, many of whom are users of tinplate from The Steel Company of Wales.

Steel for the World from Wales

THE STEEL COMPANY OF WALES LIMITED

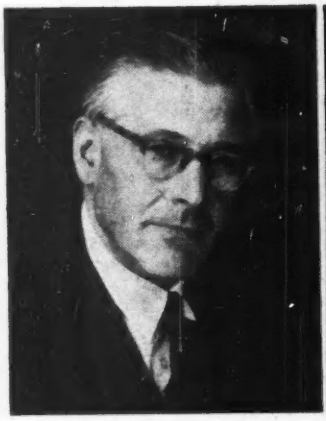
Board of Trade Ministers

THE FOLLOWING Ministerial appointments were announced from the Prime Minister's office on October 23:

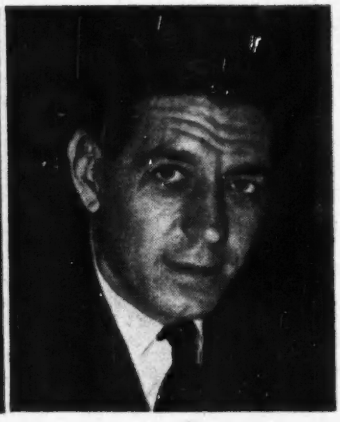
Mr. Niall Macpherson, formerly Minister of Pensions, to be Minister of State, Board of Trade;

Lord Derwent, formerly Minister of State, Board of Trade, to be Minister of State, Home Office;

Mr. Alan Green, formerly Minister of State, Board of Trade, to be Financial Secretary to the Treasury.



Mr. Macpherson



Mr. du Cann

Note:

Mr. Edward Heath has been appointed Secretary of State for Industry Trade and Regional Development and succeeds Mr. Frederick Erroll, former President, who is now Minister of Power;

Mr. Edward du Cann, Minister of State, succeeds Mr. Alan Green, who was chiefly concerned with export promotion;

Mr. Niall Macpherson, who receives a barony, succeeds Lord Derwent as the Department's spokesman in the House of Lords. (Mr. Macpherson was Parliamentary Secretary to the Board of Trade in 1960-62).

Mr. David Price continues as Parliamentary Secretary to the Department.

Mr. Heath's visit to West of Scotland

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, visited the West of Scotland on October 25.

In the afternoon he opened Strathleven Bonded Warehouses Ltd., Dumbarton, a new whisky blending and bottling warehouse promoted by The Proprietors of Hay's Wharf Ltd., and planned to employ some 300 people in the West Dunbartonshire Development District. The new unit has been developed by the Hay's Wharf Group to meet the needs of Justerini and Brooks, whose (J. and B. Rare) whisky is now the biggest seller of all Scotch whiskies in New York. Ninety per cent of the new plant's output will be exported.

The enterprise, which is being assisted by the Board of Trade under the Local Employment Act, involves an overall investment of about £1 million by Hay's Wharf and is planned to allow for substantial future expansion. The buildings extend to 385,000 sq. ft., covering nine acres of ground with seventeen and a half acres available for expansion and other needs. A further area of 36 acres has been acquired by the Hay's Wharf Group for future developments. The development will give employment immediately to about 300 local people but the warehouse is capable of considerable expansion.

In opening the plant, the Secretary of State said that it was a concrete symbol of new development: 'a decision by a vigorous management which sees the opportunity of great and more efficient production in better conditions for all its employees; a step on the way to modernizing Britain.'

He said it was particularly apt that his first venture into this new field of activity should be the opening of the Strathleven Bonded Warehouse. It neatly exemplified the three most important tasks in his new responsibility: to promote international trade and our own exports, to make sure that our industries increased their efficiency, and to promote regional development.

Dealing with exports the Secretary of State said that in 1949 the industry's exports were valued at nearly £19 million. Last year they were worth £81 million. This made it one of the largest exporting industries of the country. 'I should like to pay a tribute to the exporters who have attacked the overseas markets. They have established whisky throughout the world as incomparably the best drink.'

Continuing, he said that Strathleven was an ideal site for this development. It was near to the Glasgow docks. The decision to come to Strathleven was specially welcome because of the employment it would create in an area that needed it. He was also glad that the Board of Trade had played an important part in the decision to go there. The project was going ahead with financial assistance under the Local Employment Acts administered by the Board of Trade.

'The Government recognize their responsibilities to areas which have high unemployment,' he added. 'They have already done much to assist enterprises which will bring more employment to those areas. We are determined to do more. The introduction of the Local Employment Act 1963 and the new depreciation provisions of the Finance Act are evidence. There has been an encouraging response to these new measures. Since the Budget, applications for financial assistance have been coming in at three times the rate of the previous peak period just after the Local Employment Act of 1960 came into force.'

Afterwards he visited the Board of Trade's Strathleven Industrial Estate where a new advance factory of 50,000 sq. ft. is under construction by the Industrial Estates Management Corporation for Scotland, and had a joint discussion with representatives of Dumbarton Town Council and Dunbartonshire County Council about employment and industrial development problems in the West Dunbartonshire area.

In the evening Mr. Heath paid a call on the Lord Provost of Glasgow, and attended a small informal dinner arranged by Glasgow Chamber of Commerce.

Mr. Heath to visit North East

The Secretary of State is planning to visit every Region of Britain to make an intensive and speedy survey of the local problems involved. Following his visit to Scotland, he was expected to visit the North-east on October 31 and November 1.

On October 31, Mr. Heath was due to attend a dinner with members of the North-east Development Council in Newcastle, and today he is expected to hand over an advance factory on the Aycliffe Trading Estate. Later he is to visit the site of a new advance factory at Birtley, meet the staff of the Board of Trade Regional Office in Newcastle and the Trades Union Congress Council. Following a civic luncheon with the Newcastle Corporation, the Secretary of State is due to meet members of the Federation of British Industries and the Regional heads of the North-east Group of Ministries.

Mr. David Price (left), Parliamentary Secretary, Board of Trade, talking with Mr. J. Drabble, David Brown Corporaton Ltd., at the recent European Machine Tool Exhibiton, Milan.

EXPORTING TO THE UNITED STATES

The seven-week tour of Britain by six of H.M. Commercial Officers in the United States who will be talking to the businessmen individually about the prospects for exporting their goods to the American market, began on October 21 (see Board of Trade Journal *of September 13, 20, 27 and October 4, 11, 18, 25). If you wish to make an appointment to meet one of these officers, and have not already applied in response to earlier publicity, you should approach the nearest office of the Board of Trade or send your inquiry to Room 5366, Board of Trade, Horse Guards Avenue, London, S.W.1, to establish whether any appointment time is still available.*

ECGD insured exports record

BUSINESS declared as shipped under ECGD 'commercial' insurance during the third quarter of 1963 was a record, amounting to £274·9 million, compared with £254·8 million in the previous quarter. The face value of Comprehensive policies current at the end of the quarter was a record at £1,133·1 million, compared with £944·2 million a year ago, and the number of these policies increased over this period from 6,186 to 6,611.

New Specific policies issued during the quarter amounted to the low figure of £5·9 million, which included aircraft (£2·0 million) and tankers (£1·4 million). Even taken together with new contracts on more than six months credit under Comprehensive policies the total of £38·0 million was low in comparison with the £44·3 million average over the previous twelve months, but a single quarter's figure in this field does not indicate a trend.

No Financial Guarantees were issued during the quarter. The position at the end of the quarter was that six Financial Guarantees had been issued covering contracts totalling £53·2 million, and a further seven contracts totalling £20·7 million and for which Financial Guarantees had been requested were known to have been obtained by the suppliers. Financial Guarantees have been agreed in principle for a further 47 contracts which are under negotiation.

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the third quarter of 1963 was 6,611. This compared with 6,448 at the beginning of the quarter and 6,186 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £1,133·1 million, compared with £1,048·4 million at the beginning of the quarter, and £944·2 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £5·9 million were issued during the quarter. Taking these together with new contracts involving more than six months credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months credit was £38·0 million, compared with the quarterly average over the previous twelve months of £44·3 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £274·9 million, compared with £254·8 million in the previous quarter and £221·5 million in the corresponding quarter last year.

Export Credits Guarantee Department

During the quarter ended September 30, 1963, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957 and 1959) up to a maximum of £123,236,265 in respect of guarantees amounting to £222,784,718;

(b) under Section 2 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957, 1959 and 1961) up to a maximum of £21,159,311 in respect of guarantees amounting to £26,752,249.

Six fast patrol boats for Peru

THE Export Credits Guarantee Department signed a Financial Guarantee on October 25 which provided for the financing of the contract which Vosper Ltd., of Portsmouth signed in July for the supply of six fast patrol boats to the Ministry of Marine of the Republic of Peru.

A loan amounting to more than £1¼ million is being made avail-

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able by the National Provincial Bank Ltd., the Bank of London and South America Ltd., and Insurance Export Finance Co. Ltd. The Financial Agreement with the Peruvian Ministry of Marine has been arranged and will be managed by Antony Gibbs & Sons Ltd. This is the third Financial Guarantee to be signed within the last fortnight.

Conference delegates discuss export opportunities in Europe

'OPPORTUNITIES IN EUROPE' was the theme of two one-day conferences held in London on October 23 and 24. Object of the conferences was to discuss with the leaders of industry and commerce in London and the South-east area of England some of the export opportunities and practical problems connected with them in France, West Germany, Italy, Sweden and Spain.

In his opening remarks, the conference chairman, Sir James Hutchinson, President of the Westminster Chamber of Commerce, and a member of the Export Council for Europe, under whose auspices the conferences were held, said 'Increasingly since the war it has become clear that the economic malaise from which we suffered arose, partly at least, from too small a volume of exports. The need to increase exports resulted in this country taking a number of steps calculated to increase the export trade. First of all the Dollar Exports Board, later to become the Western Hemisphere Exports Council.'

Sir James said that the lessons learned by the members of the Export Council for Europe to treat the problem of exporting region by region and sometimes industry by industry, had been paying off. Referring to the export figures over the past few years, he said that the visible exports over all Europe showed an increase in 1961 of 16·2 per cent over 1960; 1962 followed with a further increase of 13·6 per cent over 1961; while in the first 8 months of this year there was a further increase of 11·8 per cent over the corresponding period last year. These were remarkable figures and the awe in which the problems of exporting was held in certain quarters was diminishing. 'Take France for example', he added. 'Not an easy country to export to, yet in the first 8 months of this year our exports were up by 28·5 per cent over the same 8 months of 1962; and this at a time when the Common Market, in the flush of its success, refused us membership. This impetus must not be allowed to fade away.'

Sir James said that the National Economic Development Council planned for an increase in the gross national product of 4 per cent per annum in the next five years. This in its turn required a constant expansion of 6 per cent per annum in the exports of the country overall. The figures achieved in Western Europe showed that this was by no means impossible, but it called for an enduring effort. The countries of Europe, as an example, had achieved an expansion of 50 per cent over the last ten years and expected a similar expansion over the next ten. 'If they can do this so can we. It is difficult to make an exact comparison of manufacturing costs between the various European countries. So many factors come into it; labour, raw materials, taxes, social services and the like. But such examinations as have been made indicate that British costs are not higher; indeed they are likely to be somewhat lower than the manufacturing costs in the competing Common Market countries.'

'The Challenge of Europe, as our campaign has sometimes been called has been taken up with growing success. Overseas trade is important to all countries. To our country it is our life blood. Let us see then how we can promote it,' he added.

Transport — our links with Europe

A TWO-DAY conference on 'Transport – our links with Europe' is to be held by the Export Council for Europe, under the chairmanship of Sir William McFadzean at the Institution of Electrical Engineers, Savoy Place, London, W.C.2, on November 11 and 12. The purpose of the conference is to examine and discuss together the many elements that combine in the movement of goods between the United Kingdom and Europe.

The conference is sponsored by the Association of British Chambers of Commerce, banking and other interests in the City of London, the Federation of British Industries, the National Association of British Manufacturers and the Trades Union Congress.

CHANGE OF ADDRESS OF SOME BOARD OF TRADE DEPARTMENTS

Readers are reminded that the following Board of Trade departments have moved from Horse Guards Avenue, London, S.W.1, to Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Tel. Sullivan 3400).

Technical Section of Engineering Industries Division; Organization and Methods, and Staff Inspection Sections of Establishment Division;
Duty Remission Branch of Tariff Division.
All applications made under Section 6 of the Import Duties Act 1958 for the remission of duty on imports of certain classes of goods as specified in the Fourth Schedule to the Act and correspondence in that connection, should be addressed to Sanctuary Buildings.
Solicitor's Department – Prosecutions and Investigations;
Hire Purchase Enforcement Section of Industries and Manufacturers Department Division 2.
Insurance and Companies Department.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by November 15.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	17α-Hydroxypregna-1 : 4-diene-3 : 11 : 20-trione	As in previous column	December 31, 1964	6313
29.14	*iso*Eugenyl acetate	Acetyl isoeugenol	December 31, 1964	6307
29.23	2-Dimethylaminoethyl *p*-chlorophenoxyacetate hydrochloride.	As in previous column	December 31, 1964	1551
29.37	Visnadin	Visnadine	December 31, 1964	6308
29.42	Meralluride	Meralluride	December 31, 1964	6303
38.19	Preparations, gaseous, containing not less than 0·002% by volume and not more than 1·5% by volume of boron compounds calculated as diborane, and having a value not less than £15 per cubic metre at standard temperature and pressure.	Semiconductor doping gas	December 31, 1964	6185
38.19	Preparations, gaseous, containing not less than 0·002% by volume and not more than 1·5% by volume of phosphorus compounds calculated as phosphine, and having a value not less than £15 per cubic metre at standard temperature and pressure.	Semiconductor doping gas	December 31, 1964	6184

Imports of cotton yarns and manufactures from Portugal

THE BOARD OF TRADE, in Notice to Importers No. 1052 dated October 26, 1963, announced that arrangements have been concluded with the Portuguese Government whereby they have agreed to exercise restraint over their exports to this country of yarns, fabrics and other woven manufactures of cotton. The procedure is on the same lines as the arrangements with India and Hong Kong and came into effect on November 1, 1963. Thereafter, no cotton yarn or woven cotton manufactures (other than carpets, mats, rugs or shawls) originating in Portugal will be admitted by Customs unless supported by an export certificate issued by the Government of that country (or unless shipped before November 1, in which case consignments will be admitted without the production of a certificate). *Holders of open individual licences issued under the provisions of Notice to Importers No.* 1019 *dated November* 30, 1962 *are hereby informed that as from November* 1, 1963, *the licences will no longer be valid for imports of cotton goods from Portugal, whether consigned direct or through a third country.*

Fabrics required for processing and re-export under the Customs Processing regulations will not be subject to quota restriction. Re-export undertakings (on forms obtainable from the Board of Trade) must be submitted in triplicate to the Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. After endorsement, one copy will be returned to the importer for transmission to his supplier to support the latter's application for an export certificate.

The Open General Licence has been amended to give effect to the above and copies of the Amendment (No. 9) will shortly be available from H.M. Stationery Office. The Summary of Import Licensing Regulations, First Schedule, should be brought up to date by the inclusion in Notice to Importers No. 1040 of the following:

(a) in the first and third italicized exceptions from the entry relating to cotton yarns, gauze and fabrics (foot of page 4 and top of page 5), after 'India', insert 'Portugal'.

(b) in the entry on page 5 relating to manufactures wholly or mainly of woven cotton originating in or consigned from India, Pakistan or Hong Kong, after 'India', insert 'Portugal'.

In a further Notice to Importers No. 1053, dated October 31, importers were advised that export certificates will be issued by the Portuguese authorities within the following broad totals:

Cotton yarn . .	1·6 million lbs.
Cotton grey cloth .	21·9 million sq. yds.
Cotton finished cloth	8·8 million sq. yds.
Cotton made-up goods	4·6 million sq. yds. cloth equivalent.

Within these broad totals, it has been agreed that exports of certain categories of goods will be limited to the following specified amounts:

Cotton yarn	
Doubled yarn . .	100,000 lbs.
Cotton grey cloth	
Poplins . . .	4·0 million sq. yds.
Grey cloth of width over 60in. . .	3·5 million sq. yds.
Cotton finished cloth	
Yarn dyed fabrics*	3·7 million sq. yds.
Printed fabrics . .	2·6 million sq. yds.
Cotton made-up goods	
Towels and towelling in the piece* . .	700,000 sq yds.

*Includes both loomstate and finished cloth.

Drawback on fabrics imported for upholstering furniture for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on imported woven textile fabrics used to upholster furniture for export.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, before November 22, 1963.

Drawback application on imported box sets exported packed with fish

THE BOARD OF TRADE give notice that they are considering an application for the introduction of drawback facilities on the following imported materials used to make the exported goods as described:

Imported Materials	Exported Goods
Boxes of softwood box boards, not dovetailed, morticed or tenoned at the ends, imported complete but unassembled (of a kind liable for duty under Tariff heading 44.21(A)(2))	Boxes of softwood containing fish, other than shell fish, and not otherwise packaged.

Any interested party wishing to support or oppose this application should do so, in writing, to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than November 15, 1963.

Drawback on domestic woodware imported for export

THE BOARD OF TRADE give notice that they are considering an application for the introduction of drawback facilities on household utensils of wood imported under Tariff heading 44.24 for export.

Any interested party wishing to support or oppose this application should do so, in writing, to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than November 19, 1963.

The Hydrocarbon Oil Duties (Drawback) (No. 4) Order 1963

H.M. TREASURY have made the Hydrocarbon Oil Duties (Drawback) (No. 4) Order 1963, which reduces the rate used for determining the quantity of hydrocarbon oil in respect of which drawback is allowed as respects certain leathercloth, table oil baize and similar material.

The Order came into operation on October 28 and has been published as Statutory Instruments 1963, No. 1744.

Copies of the Order are obtainable direct from H.M. Stationery Office.

Blank transfers

A TREASURY ORDER published on October 24 by H.M. Stationery Office (The Registered Securities (Completion of Blank Transfers) Order 1963 (S.I. 1963 No. 1743 (C.16)) brought Section 67 of the Finance Act 1963 into force on October 26, 1963, the date on which the Stock Transfer Act 1963 became operative.

Under the simplified procedure for transferring registered securities which follows the coming into force of the Stock Transfer Act 1963, it is intended that in stock exchange transactions the transfer will be delivered to the buyer or his agent before the name of the transferee has been inserted. Section 67 of the Finance Act 1963 provides that where such a blank transfer has been delivered, any person into whose hands the transfer comes must not part with possession of it, or allow it to leave Great Britain, before the name of the transferee has been inserted.

Film shows working of scientific and industrial library

THE WORKINGS of the National Lending Library for Science and Technology at Bolton Spa, Yorkshire, were seen on October 22 by a specially invited audience at the London preview of a new film, 'At Your Request'. The film, which is being distributed by the Central Film Library, was made by World Wide Pictures Ltd., for the Department of Scientific and Industrial Research, through the agency of the Central Office of Information. It shows inquiries being made through a University library, a small and a large industrial concern, all of which are dealt with in a few hours.

Questions asked and answered in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament.

THURSDAY, OCTOBER 24

Growth companies in development districts

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked how many chairmen of leading companies with growth prospects he had seen since the announcement on this matter made on April 4; how many of these had at his suggestion undertaken new projects in the development districts; and how many new jobs had so far been created. In reply he said: 'Between April and September 1963, my predecessor, his Parliamentary Secretary and senior officials, met the chairmen or senior management of 73 out of the 123 companies invited to discuss their prospects for expanding in the development districts. Meetings with a further 35 companies have been deferred at their suggestion, but I hope that they will take place early in the New Year.

'The immediate objective of these talks was to draw the attention of the major companies with growth prospects to the facilities which development districts can offer so that they would be taken into account in forward planning. Ten companies described projects in various stages of planning which, if they mature, should provide about 5,000 new jobs for the development districts.'

Cinematograph Films Council report

Asked what action he proposed to take on the report and recommendations from the Cinematograph Films Council about monopolistic practices and tendencies in the film industry and cinema trade, the Secretary of State said that the Cinematograph Films Council had not yet made its report to him. A sub-committee of the Council had presented a report to the Council, which had sought the views of the industry upon it. The Council would consider both the report and the views of industry together early in the New Year.

Equipment grants approved

The Secretary of State was asked how many applications for 10 per cent equipment grants had been received since April 3, how many of these had been approved; and what was the total sum involved in these grants. In reply he said that 359 applications for plant and machinery grants, estimated to amount to £7 million approximately, had been received since April 3, the great majority of them in the last three months; of these, 85, for grants estimated to amount to £1.9 million approximately, had been approved in principle.

Building grants applications

In reply to a questioner who asked how many applications for 25 per cent building grants had been received since April 3; how many of these had been approved; and what was the total sum involved in these grants, the Secretary of State said: 'Four hundred and twenty-two applications for building grants, estimated to amount to £8 million approximately, have been received since April 3 – the great majority of them in the last three months; of these 171, for grants estimated at £2 million approximately, have been approved in principle'.

Price maintenance

The Secretary of State, in reply to a questioner said he was not prepared to make a statement following his study of resale price maintenance.

Purchase tax exemption on some children's wear

FOLLOWING the issue of Notice No. 575 dated August 6 (see *Board of Trade Journal*, August 16, page 331), and representations made by the interested trade associations, the Commissioners of Customs and Excise have agreed to a wider definition of the tights catered for.

Accordingly young children's tights which comply with the following criteria may be regarded as exempt:

Garment	Measurement of garment not to exceed	Method of measurement
Tights being opaque and close knit in plain and/or straight ribbed stitches, whether or not a pattern is thereby produced.	7½ in. foot length	*Seamless* Measure from the tip of the toe to the point at which the extension of the narrowing (i.e. the turning) line meets the back of the heel.
		Fully-fashioned Measure from the tip of the toe to the point at which the extension of a line joining the toe and the third fashioning mark from the bottom would meet the back of the heel.
	38 in. waist to toe	*Waist to toe* Measure from the top of the waistband at the side straight down to the toe, the heel being folded flat where necessary.

Purchase tax on bottle pourer measures

THE COMMISSIONERS of Customs and Excise have reviewed the purchase tax liability of bottle pourer measures. These articles, which enable specific measures of spirit or other liquid to be poured, are designed for insertion in bottles in an upright position, and are distinct from optic measures or taps which are used in bottles fixed in an inverted position.

In the light of evidence of increasing domestic use of bottle pourer measures, it has been decided that from November 1, 1963, they must all be regarded as chargeable with purchase tax, at the rate of 10 per cent of their statutory wholesale value, under Group 11(a) of the First Schedule to the Purchase Tax Act 1963.

Note:

Group 11(a) of the First Schedule to the Purchase Tax Act 1963, applies to hardware, kitchen-ware, etc. of a kind used for domestic purposes. Most bottle pourer measures have hitherto escaped purchase tax as being used primarily in licensed premises, but in recent years they have been increasingly sold to domestic users.

Commonwealth telecommunications board

THE GENERAL Post Office announced that telephone traffic over the Commonwealth telecommunications system increased in the twelve months ended March this year by 18 per cent. Commonwealth telex traffic increased by 13 per cent, and telegraph traffic by 1·12 per cent. These figures are given in the Twelfth General Report of the Commonwealth Telecommunications Board. Inquiries for copies should be made to the G.P.O., St. Martins-le-Grand, London, E.C.1.

Big improvement in parcel post

'IN RECENT months there has been an improvement in the parcel post service and some 90 per cent of parcels are delivered within two working days after posting', according to the Assistant Postmaster-General, Mr. Ray Mawby, when he inspected a new sorting office at Preston on October 25.

The Assistant Postmaster-General went on to say that the introduction of a number of experimental road services had improved the reliability of the parcel post service and helped to reduce costs. The large-scale experimental re-organization of the parcel post in East Anglia had so far been most successful. 'We are considering re-organizing the parcel service in the rest of the country on similar lines', he said.

The COI and its work for the smaller firm

MANY SMALL and medium firms often have good industrial export stories to tell but do not realize the fact, said Mr. H. V. Tillotson, Chief Regional Officer, Central Office of Information (North West Region), Manchester, addressing the Marketing Association at their October meeting at the Engineers' Club, Manchester.

Mr. Tillotson, who was outlining the functions of the COI as an official aid to industrial marketing overseas said that the COI overseas publicity services were freely available to all firms – the criterion was whether a story, which must be factual, was a good prestige one for the United Kingdom. Representatives of the COI were always ready to visit such firms to discuss new developments with them.

NEW BOOKS

Letters of credit in export finance

THE COMMERCIAL letter of credit is an instrument which, in its modern form, was invented by the British merchant. To the exporter, it is perhaps the most important of all the commercial documents with which the practice of his business has made him familiar, for it is the means by which he utilizes the bill of lading as a 'document of title' to make a financial bridge over the gap that separates his shipment of the goods from his being paid for them by the importer to whom they are consigned. In some respects British practice (which extends broadly throughout the Commonwealth, Ireland, Burma and South Africa) now differs from that in other parts of the world; and in British practice bankers differ among themselves in their treatment of some elements within the general framework of the accepted legal rules and practice. A considerable measure of uniformity has been achieved among other countries by widespread adoption of the International Chamber of Commerce's *Uniform Customs and Practices for Commercial Credits*. A new revision of this code was published last year (Brochure no. 22, 4s. 6d. from the I.C.C., 52 High Holborn, London, W.C.1), and the recent recommendation of the British Bankers Association and the Accepting Houses Committee that British bankers should adhere to it marks in itself another development in the field of commercial credit.

The exporter who sets out to discover from published sources the implications of all this on his own business practices soon finds that the sources are still fairly scarce and that the subject has not yet been widely approached from his point of view. What has now become the standard work is A. G. Davis's **The Law Relating to Commercial Letters of Credit**, and this is addressed primarily to lawyers and bankers. It deals with the rights and duties of buyers, sellers and bankers and the relationships between them, in the light of decisions in the courts. A revised, third edition has just been published (Pitman, 30s.) with a new chapter on the essential features of a bill of lading for a letter of credit covering a c.i.f. contract. Although it has not yet been able to catch up with the implications of uniformity in the I.C.C. code, this book has now overtaken in terms of up-to-dateness the other main work, H. C. Gutteridge and M. Megrah's *The Law of Bankers' Commercial Credits* (2nd ed. 1955. Europa Publications, 30s.), which deals with the subject rather more from the point of view of bankers than of lawyers. For an introduction to the subject, dealing with it briefly and in broad terms, there is a much slighter publication in the revised series of articles for students from the *Bankers' Magazine*, issued under the title *Documentary Credits* (3rd ed. 1959. Waterlow, 3s.). But for an account written primarily for the businessman, and avoiding the special language and outlook of both lawyers and bankers, we can still only go to Clive M. Schmitthoff's *The Export Trade* (4th ed. 1962. Stevens, 65s.), where in 20 pages on commercial credit (pp. 211-231) the author manages to deal with many of the important legal and practical matters with which the exporter is directly concerned.

Economic and Social Consequences of Racial Discriminatory Practices is the text of a report originally presented to the Economic Commission for Africa of the United Nations in February, 1962. Starting from the position that racial discrimination is a negation of human rights, it sets out to identify economic and social consequences and, in particular, the effects on balanced economic development. The study covers seven countries in eastern, southern and central Africa. Following a brief summary of their economic structure, it studies in detail discriminatory practices in land use and agricultural policies, urban life (South Africa and Southern Rhodesia only), employment and labour policies, and education and training. The 83-page report concludes that the adverse economic consequences of all these racial discriminatory practices are immense, including unnecessarily high production costs, waste of human and natural resources, restriction of production, unbalanced distribution of national income and narrow internal markets. Copies: 7s. 6d. (by post 8s. 1d.) from HMSO and Government bookshops.

An Outline Survey of Possible Industrial Opportunities in the Rhodesias and Nyasaland is one of the series *Opportunity for Industry*, published by the Federal Ministry of Commerce. The book (258 pages) surveys the present position and lists opportunities in twenty four sectors of industry ranging from mineral industries through chemicals to food. Begun in 1962 before break-up of the Federation was decided, the survey has been published now because it is 'of a technical nature and . . . should be of great assistance to all concerned with industrial development in the three territories; secondly, it may be used in the changing circumstances of 1964 to appreciate some of the opportunities which are still within the reach of the people of Central Africa'. Price is not yet known and inquiries for copies should be made to the Office of the High Commissioner for Rhodesia and Nyasaland, Rhodesia House, 429 Strand, London, W.C.2.

Sir Sydney Caine, Director of the London School of Economics, discusses in **Prices for Primary Producers** (*Hobart Paper no.* 24) the problems raised by fluctuations in international prices of primary products. The histories of various government remedies (commodity agreements, buffer-stocks, bulk sale contracts, and marketing boards) are examined and their individual effects and weaknesses discussed. The author argues that, despite their adverse effects, price fluctuations are to some extent necessary for the efficient allocation of resources. He points out that at the present time the underdeveloped countries are at a disadvantage compared with industrial nations and pleads for more "preventive" action and little regulation of prices in future. In underdeveloped countries "preventive" action will take, for example, the form of industrialisation programmes, while industrial nations will, for their part, have to maintain a high level of economic activity. Copies: 5s. from Institute of Economic Affairs, Eaton House, 66A Eaton Square, London, S.W.1.

Guide to Norwegian Statistics (61 pages) is a subject guide to official statistics, in Norwegian and English, with an alphabetical index. Under each heading, in uniform style, information is given on the agency responsible for collection; the scope of the statistics; frequency, and the names of the publications in which they appear. Copies: Kr. 3 from Central Bureau of Statistics of Norway, Dronningensgt. 16, Oslo.

Modern Business Correspondence, by L. Gartside (MacDonald and Evans, 25s.), is "a practical course for use in schools and by all who would write better business letters". It explains in 460 pages how to write business letters concisely, correctly, courteously, and to the point. It includes chapters dealing with filing systems and other matters of office routine.

International Flow of Long-term Capital and Official Donations, 1959-1961, which is the second of a series of reviews issued by the United Nations Department of Economic and Social Affairs, examines the flow of funds from the developed countries, the flow of funds to the under-developed countries, and the international economic assistance of the centrally planned economies. It also includes a second survey on the international flow of private capital, the first of which was published as *The International Flow of Private Capital*, 1956-1959. Copies: 5s. 6d. (by post 5s. 11d.) from HMSO and Government Bookshops.

The United Nations Department of Economic and Social Affairs has also produced a 55-page report entitled **A Study of Industrial Growth**, one of a series of research projects dealing with the techniques of industrial programming. The object of this study is to investigate the relationship, in quantitative terms, between the level and composition of manufacturing industry in a given country and that country's general economic characteristics. The material it utilises is derived from the statistics of manufacturing output for 50 countries published in 1960 by the United Nations Statistical Office in the volume *Patterns of Industrial Growth*, 1938-58; and its method is that of a multiple regression analysis, relating "value added" data to "explanatory variables" in sectors of industry. The main text contains an account of the methods and a discussion of the results. Technical details of the analysis and of the basic data utilised are provided in appendices. Copies: 5s. 6d. (by post 6s.) from HMSO and Government Bookshops.

Other publications

ANGLO-SWEDISH YEAR BOOK, 1963. 121p. Free from Swedish Chamber of Commerce for the United Kingdom, 14, Trinity Square, London, E.C.3.

EUROPEAN ECONOMIC COMMUNITY TRANSPORT. 40p. Federation of British Industries, 21 Tothill Street, London, S.W.1. 10s.

TOURISM IN OECD MEMBER COUNTRIES. 107p. Organization for Economic Co-operation and Development, Paris. Copies: 10s. 6d. (by post 11s. 2d.) from HMSO and Government bookshops.

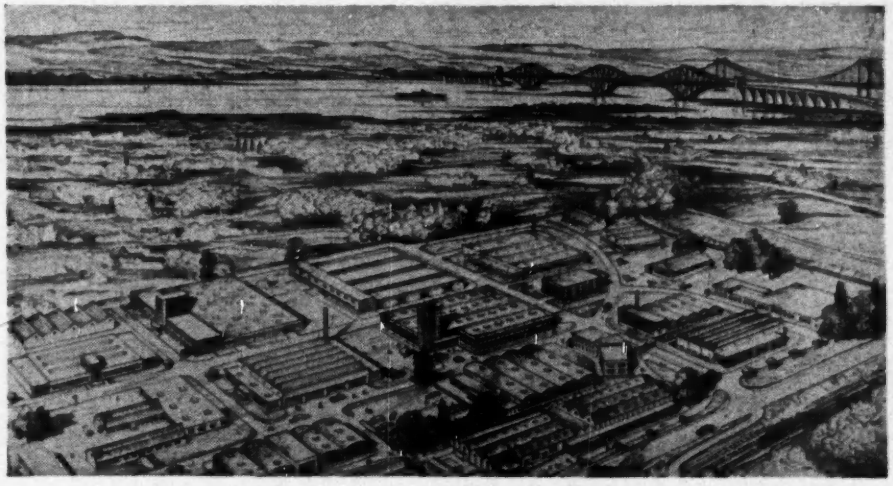
INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.*

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses was given on pages i-vi *of the* Board of Trade Journal *of October 11.*

Modern Government-owned factories for rental



Artist's impression of the new industrial estate at Donibristle, Fife, now under development five miles from the new Forth Road Bridge. The estate, opened last autumn, is administered by the Industrial Estates Management Corporation for Scotland on behalf of the Board of Trade.

Photo: Planning Department, Fife County Council

THE FOLLOWING Government-owned factories, fully equipped with all essential services and conveniently sited for labour and transport requirements, are available for rental on industrial estates in England, Wales, Scotland and Northern Ireland. The factories in England, Wales and Scotland are all in development districts and suitable projects may qualify for financial assistance under the Local Employment Act, 1960. Assistance in the form of grants towards the cost of purchasing or transferring plant and machinery may also be available, through the Ministry of Commerce, to industrial undertakings creating new employment in Northern Ireland, preference being given to projects which provide a good percentage of male employment.

NORTHERN IRELAND

Location	Total Area (sq. ft.)	Height to Truss	Distance	
			From Belfast Docks (miles)	From Airport (miles)
Dunmurry Factory Estate (Near Belfast)				
***Dunmurry No. 2**	18,329	12′ 0″	6	10
***8**	19,450	12′ 0″	6	10
***5**	30,000	13′ 6″	6	10
***3/4**	50,000	16′ 0″	6	10
***Dundonald, Belfast**	70,000	17′ 0″	6	17
***Armagh**	18,000	13′ 6″	37	30
***Ballymena**	30,000	12′ 6″	28	19
***Downpatrick**	19,000	12′ 6″	22	33
Larne (near Larne Port)	70,000	16′ 0″	21	22
Castlereagh (Factory A)	114,000	17′ 0″	3	18

* Available now.

Rents are based on current market values, which at present range from 1s. 6d. to 2s. 3d. per square foot. In special cases where the employment or product is judged to be of particular value to Northern Ireland's economy, a lower rent can be negotiated for the early years of the lease. Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1 (Belfast 28271) or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1. (Whitehall 0651).

ENGLAND

Industrial Estate	Total (sq. ft.) Area	Office (sq. ft.) Space	Clear Height
***Skelton-in-Cleveland**	15,616	4,094	12′ 0″ to 15′ 3″
North Shields, Northumberland	16,731	1,472	13′ 6″
Shildon, Co. Durham	11,903	1,812	12′ 0″
***Bowesfield, Stockton**	23,840	4,070	13′ 9″ to 22′ 8″

* Available now.

Rents of these factories range from 2s. 8d. to 4s. 0d. per square foot. The higher rents relating to the Tyneside locations.

The undermentioned factories which are being built in advance of requirements are expected to be ready in December 1963:

Location	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height
Hartlepools, Co. Durham	51,171	4,410	17′ 0″ to 18′ 6″
Southwick, Sunderland	26,470	2,754	17′ 0″ to 18′ 6″
Blyth, Northumberland	12,000	2,000	14′ 6″ to 17′ 0″
Workington, Cumberland	12,000	2,000	14′ 6″ to 17′ 0″
Shildon, Co. Durham	12,000	2,000	14′ 6″ to 17′ 0″
West Auckland, Co. Durham	12,000	2,000	14′ 6″ to 17′ 0″
Stockton-on-Tees	12,000	2,000	14′ 6″ to 17′ 0″

Building plans for two further advance factories, to be started shortly, at Blaydon (26,470 sq. ft.) and Chester-le-Street (51,171 sq. ft.) are also available for inspection. Rents of advance factories range from 3s. 9d. to 4s. 8d. per square foot. Inquiries should be addressed to the Secretary, Industrial Estates, Management Corporation for England, Team Valley Estate, Gateshead, 11, Co. Durham.

SCOTLAND

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Blantyre		5,050	12′ 0″	10 North light roof
Carfin		26,500	13′ 0″	12
Donibristle	(1)	9,412	18′ 0″	43 Flat roofplating shop
	(2)	3,420	9′ 0″	43
	(3)	11,518	—	43 Two-storeyed office block
Dundee	*(1)	129,651	12′ 0″	83
Hillington	*(1)	11,314	12′ 0″ and 16′ 0″	4
	(2)	25,508	12′ 0″	4
	*(3)	34,492	12′ 0″	4
	(4)	21,280	12′ 0″ and 18′ 0″	4
	(5)	131,855	22′ 0″	4 North lightroof
	(6)	3,000	12′ 0″	3 Cranes, rail, served
	(7)	15,000	12′ 0″	
	(8)	1,545	12′ 0″	
Larkhall		5,149	12′ 0″	17
Queenslie		5,202	12′ 0″	4 North lightroof
Thornliebank	(1)	5,757	12′ 0″	5
	*(2)	6,860	12′ 0″	5
Advance Factories to be built:				
(a) on Industrial Estates:				
Kilwinning		15,000	12′ 0″	25

(Continued on next page)

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Newhouse		50,730	14′ 0″	14
Port Glasgow		10,743	12′ 0″	17
Queenslie		51,571	14′ 0″	4
Vale of Leven		49,980	14′ 0″	16
(b) on individual sites:				
Blackwood		21,245	14′ 0″	23
The Calders		10,000	12′ 0″	25
Cumnock		15,515	12′ 0″	36
Fraserburgh		7,500	12′ 0″	185
Peterhead		7,500	12′ 0″	174
Sanquhar		15,500	12′ 0″	48
Shotts	(1)	28,340	14′ 0″	26
	(2)	23,140	12′ 0″	26
Stranraer		10,000	12′ 0″	84
Whitburn		50,774	14′ 0″	22

* Available now.

Rents of the above factories are assessed by the District Valuer at current market value and range from 2s. 0d. to 3s. 9d. per square foot. Inquiries should be addressed to The General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C3 (Douglas 6651).

WALES

Location		Area sq. ft.		Height to Truss
		Total	Production	
Advance factories:				
Portmadoc		8,944	7,821	14′ 0″
Milford Haven		19,025	15,625	14′ 0″
Bangor District		9,962	7,812	14′ 0″
Existing factories:				
Ammanford		25,030	17,500	12′ 6″
Dinas (Rhondda)	(a)	16,650	13,110	11′ 0″
	(b)	29,940	20,290	12′ 6″
Llanelly		32,498	24,350	12′ 6″

The factory at Portmadoc is under construction and completion is expected by April 1964. Sites for the other two advance factories are now being selected. Inquiries should be addressed to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate Pontypridd, Glam.

GATT membership increased to 58

FIVE GOVERNMENTS, Dahomey, Jamaica, Madagascar, Mauritania and Senegal, have recently informed the Executive Secretary of the General Agreement on Tariffs and Trade of their wish to become full contracting parties. Since their independence these countries have applied the General Agreement on a *de facto* basis.

With these new accessions the number of full contracting parties has been increased to 58. The original number in 1948 was 23.

EFTA Bulletin for October

IN PRESENTING the EFTA Third Annual Report to the Council of Europe, Mr. Gunnar Lange, chairman of the EFTA Council, spoke of EFTA's progress and of its position and responsibilities as a trading group. His speech, quoted in full, opens the October edition of the *EFTA Bulletin*, which is now available. Reports on other international meetings are also included. The monthly table shows the direction of trade of EFTA countries in January-June 1963 and there is a recent bibliography of integration. Copies: Free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1. Tel. Waterloo 2345.

Bulletin for Industry

The October issue of H.M. Treasury's publication 'Bulletin for Industry' features articles on the 'Balance of payments account', 'Public expenditure', and 'Women in employment'. Copies of the Bulletin are available free from the Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

NABM annual report

The wide range of activities which will have to be covered in any new national organization for industry is illustrated by the annual report of the National Association of British Manufacturers which has been circulated to all its members. The report surveys the work of the Association during the 12 months to June 30.

The J. C. Penney Company

In the list of some London buying houses representing United States stores published in the *Board of Trade Journal* of October 11 (page 783), the J. C. Penney Purchasing Corporation, 8 to 10 Chandos Street, London, was listed as representing the J. C. Penney Co. Inc., of New York.

In fact, the J. C. Penney Co. of New York have their European headquarters at 7 to 10 Chandos Street; their buying representatives in the United Kingdom and Ireland are Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1.

This party of 84 *Finnish guests was flown by chartered plane to visit the factories of the Avon India Rubber Co. Ltd., and the Austin Motor Co. Ltd. in Britain. The visit was arranged by Oy Veho Ab, Finnish distributors for the two companies.*

The Economy: Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
1963															
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	£ million
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121*	104*	122·1	+1·6	104·2	121·8	140·8	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter			121·3	+1·3	104·1*	122·0*	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120*	101*	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123*	104*	122·1	+1·0	104·5	121·8	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·4*	122·0*	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126*	100*	121·0	+1·3	104·1*	122·0*	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September			121·4	+1·8	103·9*	122·0*	141·6	430	nil	+11	158	+ 5	— 7	134	131	..
October								448*	+ 18*	+27	160*	+ 2*	—12			

† NOT seasonally adjusted. * Provisional.

Production of cars and commercial road vehicles in September

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including September 1963, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger Cars (including taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1962 1st Quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd Quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd Quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th Quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st Quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd Quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd Quarter	13	366,229	28,171	88,727	6,825	3,884	299
1962 July	4	63,171	15,793	21,154	5,289	1,107	277
August	4	93,940	23,485	29,792	7,448	1,146	287
September	5	131,949	26,390	41,872	8,374	1,688	338
1963 July	4	94,101	23,525	24,346	6,086	1,211	303
August	4	103,664	25,916	22,633	5,658	917	229
September	5	168,464	33,693	41,748	8,350	1,756	351

Exports

Number

	Passenger Cars (including taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,792	140,728	7,413
1962 1st Quarter	141,762	36,236	2,011
2nd Quarter	146,500	38,205	2,008
3rd Quarter	130,262	32,004	1,636
4th Quarter	126,268	34,283	1,758
1963 1st Quarter	150,305	36,944	1,882
2nd Quarter	150,372	39,926	2,133
3rd Quarter	142,178	34,289	1,837
1962 July	49,024	12,564	497
August	36,750	8,982	559
September	44,429	10,460	618
1963 July	52,978	12,837	685
August	41,570	11,332	626
September	47,611	10,188	500

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalized industries at October 16 were £87·6 million, of which £76·9 million were from the clearing banks and £10·7 million from the Scottish banks.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year, post free:
Office Machinery for July 1963.
Tools & Implements for August 1963.
Watches & Clocks etc. for August 1963.
Wheeled Tractors for August 1963.
Timber—Softwood, Hardwood & Plywood for September 1963.

Quarterly at 7s. 6d. a year, post free:
Narrow Fabrics for June—August 1963.

Production of man-made fibres in September

PRODUCTION OF man-made fibres in September was 10 per cent more than in September 1962. Comparisons in the months July-September are affected by the varying incidence of holidays but, taking the three months together, production was 14 per cent more than in the corresponding period of 1962. Within the total, output of continuous filament yarn was 13 per cent more and output of staple fibre 15 per cent more than in the same months of 1962.

Production

(Million lb. 'delivered by weight' basis)

	Continuous filament yarn (singles)	Staple fibre	Total
1959 (Quarterly average)	58·9	69·8	128·7
1960 (Quarterly average)	67·2	80·8	148·0
1961 (Quarterly average)	65·5	76·4	141·9
1962 (Quarterly average)	72·7	84·1	156·8
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
4th Quarter	78·7	94·7	173·3
1963 2nd Quarter	82·6	95·4	178·0
3rd Quarter	80·5	90·9	171·4
1962 July	24·3	29·3	53·6
August	22·0	20·5	42·5
September	24·7	29·2	53·9
1963 July	28·4	31·9	60·3
August	25·0	26·9	51·8
September	27·1	32·1	59·3

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended September 28, 1963:

Distributors' earnings submitted:		
High cost films	£781,066	
Low cost films:		
Eligible (after multiplying by 2½)	£89,040	
Not eligible for 2½ times rental	£5,155	
		£875,261
Films of less than 3,000 feet (after multiplying by 2½)		£38,031
		£913,292
Levy collections paid to Agency by H.M. Customs and Excise to October 5, 1963, approximately covering entertainments to September 28, 1963		£340,400

The eleventh interim allocation for the sixth distribution period will be at the rate of 39 per cent.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Company accounts for 1962 reflect improved business trend

The following article is the fourth in the quarterly series presenting the results of the analysis of the accounts of quoted companies for accounting years ending between April 1962 and March 1963. Up to 1961, the figures had been presented only once a year, but experience of the first year in which the figures have been published each quarter suggests that, despite the different influences operating, 'quarterly figures' may provide a useful pointer to changes which are taking place in the financial affairs of companies.

THE ACCOUNTS of 678 companies were received by Statistics Division of the Board of Trade between July and September 1963. Together with the companies whose accounts were analysed in previous articles, they account for over 95 per cent of the income and assets of all companies in the Board of Trade analysis*. The balance is represented by about 100 companies whose accounts for 1962 had not been received by the end of September 1963.

Although the results of the analyses of company accounts are now published on a quarterly basis, the figures are not quarterly in the sense of representing experience during a quarter. A company's accounts usually relate to a year's working and the average experience reflected in an aggregate of accounts will depend on the spread of their accounting dates. The greater the spread of accounting dates, the more likely is it that a change in the trend of the economy may be masked in the average figures. And even though accounts received in a later quarter tend to represent annual experience centred on a later date than those received in an earlier quarter, other factors are present besides an underlying 'annual' trend. The industrial balance in an aggregation of company accounts varies from quarter to quarter – the steel companies for instance report in the autumn – and comparisons between figures published in successive quarters are affected by these seasonal factors, and the great variability in experience between companies, even within the same industry, can exert considerable influence on the figures.

The spread of accounting dates

In each quarter's published figures, many of the accounting dates have been concentrated in a particular month. Of the 325 accounts received up to the end of 1962, 40 per cent related to a year ending in June 1962, and 36 per cent of accounts received in the first quarter of 1963 related to September 1962. In the second quarter of 1963 there was a very marked concentration and 70 per cent of all the accounts analysed related to December 1962, and the present analysis shows a further move forward in time, with 58 per cent of the accounts relating to March 1963. Table A shows the spread of company accounting dates and the numbers of accounts received each month by the Board of Trade. Of the company accounting years, 36 per cent end in December and a further 23 per cent in March; there are smaller concentrations in June and September, and only 22 per cent of companies have accounting years which do not end in the last month of one of the quarters. A calculation giving each company equal weight shows that for an aggregation of accounts with accounting years ending between April 1962 and March 1963, the 'average' accounting date is about mid-December 1962; but although the figures are often described as relating to the 'year' 1962, in fact the period covered ranges as far back as April 1961. On average, companies publish their accounts some four to five months after the end of the period to which they relate, although here again there is considerable diversity: of the 100 or so companies whose accounts for '1962' had not been received by the end of September 1963, about one-quarter had accounting years ending in December 1962 or earlier.

* The analysis is confined to companies quoted on a United Kingdom stock exchange and engaged primarily in manufacturing and distribution in the United Kingdom which had net assets of £0·5 million or more, or income of £50,000 or more, in 1960. There were about 400 companies with assets and income below these limits in 1960, and those companies, representing about 3 per cent of the total in terms of size, are not included in the analysis.

The trend in company income

Taking the 1962 accounts of all the quoted companies, gross income at £2,405 million was practically the same as in 1961. But analysis quarter by quarter of the accounts as they were received shows that this stability reflected a fall in profitability of the companies which reported in the early months almost exactly offset by improved figures from companies which have reported since last March. Accounts received up to the end of 1962 showed gross income 10 per cent lower than in 1961, while the fall was reduced to 4 per cent in the accounts received in the first quarter of 1963. Bearing in mind the four or five months lag between the accounting date and publication, it appears that an improvement in trading conditions for the quoted companies occurred around the middle of 1962. Since then, the improvement has slowly gathered some momentum – accounts received in the second quarter of this year recorded a rise of 2½ per cent in income compared with a year earlier, and this had risen to 4 per cent with the accounts received between July and September. The trend towards greater profitability was accompanied by some change in the pattern of income appropriation. Table B shows that the companies which reported up to March 1963 on average slightly increased their dividend distributions despite the fall in the level of gross profits: to some extent the position was eased by a fall in tax payments, but company retentions were affected by a fall in profits. Companies reporting since March have in total shown an increase of £53 million in gross income compared with 1961, and of this increase half has been distributed to shareholders; tax appropriations have increased to some extent, and company reserves and depreciation provisions took the balance, about £16 million, of the rise in income.

Expenditure improves with profitability

The lower level of activity in 1962 which was reflected in the absence over the year as a whole of any increase in profits compared with 1961 was also reflected in a fall of over £200 million in expenditure from capital funds. In particular, expenditure on addition to stocks amounted to only £77 million, against £285 million in 1961, but there were also decreases, although not of this order, in expenditure on tangible fixed assets and on acquiring subsidiary companies and in the amount of new credit granted. Again, the improvement in the economic climate is apparent in the trend shown by the accounts received quarter by quarter. Expenditure by companies reporting in July-September was rather above the level shown in their accounts for 1961; they maintained their 1961 level of stock building – indeed their expenditure on stocks of £57 million accounted for nearly three-quarters of total quoted companies' additions to stocks in 1962 – and they showed some increase in expenditure on fixed assets and in credit granted over the previous year. Nevertheless, the sharp decline in contracts for capital expenditure, which was noticeable in accounts received earlier in the year, is again a prominent feature of the accounts received in July-September, particularly in metal manufacturing and engineering (other than electrical).

An interesting feature of 1962 was a fall of 10 per cent compared with 1961 in expenditure on acquiring subsidiary companies. The fall – of £32 million – must however be set beside a very sharp increase in expenditure on trade investments – £77 million in 1961 and £147 million in 1962. Trade investments are investments, not amounting to more than half the equity share capital, in companies with which the company is associated by way of business and as such may, for some purposes, be regarded as akin to investment in subsidiary companies. Of the 1962 expenditure of £417 million, £62 million represented the net cost of the acquisition of shares of Courtaulds by Imperial Chemical Industries.

The financing of expenditure

The lower level of expenditure, particularly on stocks, in 1962 considerably eased demands for finance by companies. At the same time, the amount retained by companies from the year's working remained at the 1961 level and the return to favour among investors of the fixed interest security enabled the quoted companies to raise £319 million by debenture and preference issues. (This was more than three times the amount raised in 1961, and exceeded substantially the £255 million raised by way of issue of ordinary shares.) Thus the pressure on liquidity eased considerably in 1962. Bank overdrafts increased by £69 million, but this was barely half the rate of increase in 1960 and 1961, and companies added to their liquid resources (by £39 million) for the first time since 1959. But, again, accounts received in the latest quarter indicate that with improving trading conditions, company funds may again be

coming under pressure. For these companies liquid assets fell by £52 million between 1961 and 1962.

A fuller survey of company income and finance over the three years 1960 1962 will apear in *Economic Trends* in due course.

Notes and definitions

Tables 1-3 present the fourth analysis of accounts for the year 1962 (with comparable figures for 1961) based on accounts received by the Board of Trade between July and September 1963.

Detailed figures for each of twenty-two industry groups are published as they become available from quarter to quarter in the Ministry of Labour's *Statistics on Incomes, Prices, Employment and Production*. The September issue of this publication contains an industrial analysis of accounts for the year 1962 received by the Board of Trade up to June 1963. The December issue will contain an industrial analysis which will include the figures published in the present article as well as final figures for the year 1961, with comparable figures for 1960.

The companies included are those with assets of £0.5 million or more or income of £50,000 or more whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheets and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1961 figures include companies which were independent in that year but which were acquired in 1962 by another company in the population.

Because of rounding, the total of a row of column may not be exactly equal to the sum of its components.

Table A. Spread of accounting dates

	Accounting year ending in month shown	Accounts received by Statistics Division in month shown
1962 April	58	1
May	34	1
June	162	2
July	71	7
August	46	5
September	220	45
October	59	57
November	32	153
December	711	54
1963 January	84	102
February	54	84
March	450	174
April	—	160
May	—	323
June	—	135
July	—	418
August	—	136
September	—	124
	1,981	1,981

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the **Board of Trade Journal.**

Black and white prints. ***These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.***

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. ***Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.***

Table B. Income and finance of quoted companies, 1961 and 1962

£ million

	1961	1962	Accounts for 1962 received				
			Up to end of 1962	In 1st Qtr. 1963	In 2nd Qtr. 1963	In 3rd Qtr. 1963	All accounts
Gross income (1)	2,393	2,405	230	513	927	736	2,405
Net assets	13,701	14,635	1,495	3,135	5,620	4,385	14,635
(Number of companies)	(2,033)	(1,981)	(324)	(361)	(618)	(678)	(1,981)
					Change between 1961 and 1962		
Appropriation of gross income:							
Taxation (including prior year adjustments)	811	792	—11	—16	+ 5	+ 3	—18
Dividends (net) and interest	520	551	+ 2	+ 3	+12	+14	+31
Company retentions	1,037	1,035	—11	— 8	+ 5	+11	— 2
Share due to minority interest	26	27	— 1	—	+ 1	+ 1	+ 2
Gross income (1)	2,393	2,405	—22	—20	+23	+30	+12
Sources of funds:							
Company retentions:							
Depreciation and other provisions	570	625	+ 6	+14	+20	+15	+55
Balance retained in reserves	467	410	—17	—22	—14	— 4	—57
Additions to taxation reserves and accruals	5	—80	—29	—45	—16	+ 3	—86
Increase in amounts owing to banks	164	69	—36	—11	—40	— 8	—95
Receipts from new issues (2):							
Ordinary shares	457	255	—11	—85	—39	—66	—201
Preference shares and long term loans	103	319	+31	+28	+105	+52	+216
Reduction in liquid resources	110	71	— 7	—10	—61	+39	—39
Other sources of funds	64	62	—11	+ 1	+17	—10	— 2
Total	1,940	1,732	—73	—130	—27	+21	—208
Uses of funds:							
Expenditure on fixed assets:							
Trade investments	77	147	+ 3	+15	+46	+ 7	+70
Other fixed assets	1,272	1,261	+ 5	—35	—	+21	—10
Increase in value of stocks	285	77	—35	—65	—107	— 1	—208
Net increase in trade and other credit(3)	46	23	—21	—	—13	+10	—24
Expenditure on acquiring subsidiaries (2)	302	270	—13	—43	+33	— 9	—32
Other uses of funds and adjustments	—42	—46	—12	— 1	+14	— 6	— 4
Total	1,940	1,732	—73	—130	—27	+21	—208

(1) Including prior year adjustments other than tax.
(2) Including the value of shares issued to acquire subsidiary companies.
(3) Including dividend accruals.

Table 1. Quoted companies—appropriation of income

Accounts received between July 1 and September 30, 1963 — £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1961	1962	1961	1962
Number of companies (a)	700	678	536	517
Trading profit (before depreciation and other provisions)	664,404	689,306	527,492	541,759
Less provision for depreciation	152,582	168,375	124,392	136,584
Less other provisions	6,470	5,859	5,646	5,266
Trading profit	505,352	515,072	397,454	399,909
Plus income from investments	38,315	38,008	27,781	27,108
Plus other income	2,311	2,516	1,898	2,100
Less interest on long-term liabilities	18,150	23,782	15,113	20,411
Net income (before taxation)	527,828	531,814	412,020	408,706
Less taxation	252,488	254,827	196,872	194,621
Net income (after taxation)	275,340	276,987	215,148	214,085
Plus prior year adjustments:				
Tax	9,995	8,899	6,374	6,754
Other	440	5,899	731	4,872
Disposable income	285,775	291,785	222,253	225,711
Less dividends (net):				
Ordinary	124,203	132,181	96,902	101,814
Preference, etc.	9,977	10,563	7,608	8,180
Less share due to minority interest	9,177	10,371	7,230	8,362
Balance retained in reserves	142,418	138,670	110,513	107,355

(a) The 1961 figures include companies which were independent in that year but which were acquired in 1962 by another company in the population.

(Continued on next page)

Company Accounts for 1962, *continued*

Table 2. Quoted companies—balance sheet summary

Accounts received between July 1 and September 30, 1963 — £ thousand

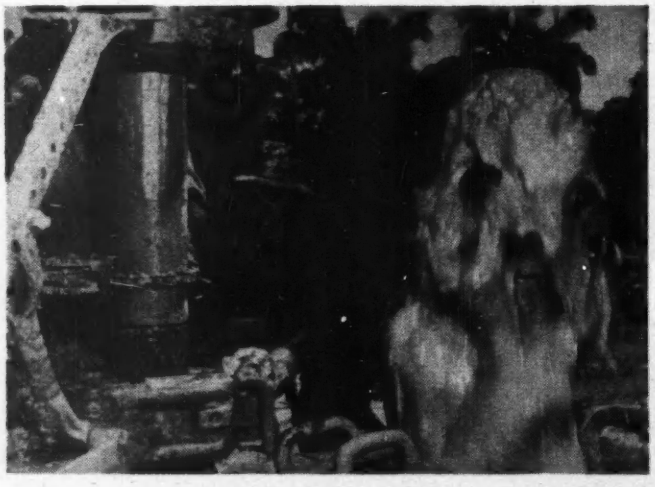
Balance sheet at end of year	Manufacturing and Distribution		Manufacturing Industries	
	1961	1962	1961	1962
Fixed assets:				
Tangible fixed assets, net	2,180,596	2,404,200	1,719,766	1,896,082
Goodwill, etc.	191,012	205,034	141,851	152,937
Trade investments	207,491	217,224	159,056	164,915
Investments in unconsolidated subsidiaries	3,243	52,930	2,924	40,284
Total fixed assets	2,582,342	2,879,388	2,023,597	2,254,218
Current assets:				
Stocks and work-in-progress	1,321,559	1,389,089	1,107,249	1,166,591
Trade debtors	1,105,366	1,159,751	805,434	838,993
Other debtors	7,932	7,715	6,719	6,463
Marketable securities	200,491	161,589	181,356	141,191
Tax reserve certificates	69,064	43,432	60,640	36,997
Cash	157,457	170,996	109,462	123,707
Total current assets	2,861,869	2,932,572	2,270,860	2,313,942
Less current liabilities:				
Bank overdrafts and loans	212,780	230,925	160,758	170,885
Trade creditors	820,210	872,065	604,267	648,302
Other creditors	18,409	20,402	9,127	12,193
Dividends and interest due	89,830	95,743	69,730	72,954
Current taxation	174,449	167,791	132,316	125,150
Provisions	35,932	40,044	28,262	33,014
Total current liabilities	1,351,610	1,426,970	1,004,460	1,062,498
Net current assets	1,510,259	1,505,602	1,266,400	1,251,444
Total net assets	4,092,601	4,384,990	3,289,997	3,505,662
Less future tax reserves	174,497	174,191	131,634	127,461
Less long-term loans	397,308	468,973	345,329	407,382
Less minority interest in subsidiaries	137,725	135,985	101,804	100,205
Shareholders interest in total net assets	3,383,071	3,605,841	2,711,230	2,870,614
Represented by:				
Issued share capital:				
Ordinary shares	1,278,478	1,341,825	1,063,663	1,107,414
Preference, etc., shares	268,723	279,492	199,751	209,058
Capital and revenue reserves	1,835,870	1,984,524	1,447,816	1,554,142
Contracts for capital expenditure not provided for	191,753	151,255	165,968	127,941
Accumulated depreciation on fixed assets	1,077,149	1,182,132	889,231	971,399

Table 3. Quoted companies—sources and uses of capital funds during year

Accounts received between July 1 and September 30, 1963. — £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1961	1962	1962	1962
Sources of funds:				
Receipts from issues of:				
Long-term loans	12,970	62,995	12,487	53,827
Ordinary shares	172,478	106,574	160,006	79,111
Preference, etc., shares	4,200	5,973	3,665	3,739
Total loan and share capital issued	189,648	173,542	176,158	136,677
Increase in amount owing to:				
Banks	26,757	18,684	20,540	11,112
Trade creditors	47,409	51,860	34,209	45,642
Other creditors	—4,989	104	—558	1,134
Addition to accruals:				
Tax	6,779	—6,392	1,897	—6,778
Dividends and interest	2,880	6,167	1,600	3,579
Total increase in credit received	78,836	70,423	57,688	54,689
Balance retained in reserves	142,418	138,670	110,513	107,355
Provisions out of income for depreciation, etc.	159,052	174,234	130,038	141,850
Additions to future tax reserves	—17,169	—686	—17,496	—4,184
Total addition to reserves and provisions	284,301	312,218	223,055	245,021
Increase in liability to minority shareholders	8,002	1,603	8,137	2,137
Surplus on disposal of fixed assets	18,235	15,127	11,409	9,328
Other receipts on capital account	1,053	945	1,041	937
Total of other sources	27,290	17,675	20,587	12,402
Total sources of funds	580,075	575,858	477,488	448,789
Uses of funds:				
Expenditure on:				
Tangible fixed assets	356,849	371,420	291,695	297,511
Goodwill and other intangibles	2,304	8,840	184	7,165
Trade investments	30,529	37,276	30,480	32,894
Total expenditure on fixed assets	389,682	417,536	322,359	337,570
Increase in value of:				
Stocks	58,110	56,678	41,340	49,999
Trade debtors	66,298	70,101	52,210	49,320
Other debtors	—21,853	—3,182	—14,274	—3,199
Total increase in stocks and debtors	102,555	123,597	79,276	96,120
Expenditure out of provisions	8,707	5,262	7,526	3,925
Other expenditure on capital account	7,048	6,471	5,794	5,534
Expenditure on acquisition of subsidiaries	136,647	127,701	126,645	98,223
Adjustments due to consolidation	—53,270	—54,229	—46,278	—43,422
Total of other uses	99,132	85,205	93,387	64,260
Total uses of funds	591,369	626,338	495,022	497,950
Balance represented by:				
Increase in holdings of:				
Marketable securities	—21,535	—39,752	—18,506	—40,844
Tax reserve certificates	8,378	—25,212	9,011	—23,321
Cash	—56	13,221	—9,580	13,824
Residual and other adjustments	1,919	1,263	1,541	1,180
Total balancing items	—11,294	—50,480	—17,534	—49,161

Exports to 80 countries



The official opening on October 31 *of the new offices and works of C. & J. Hampton Ltd., Sheffield, marks the completion of the first phase in the development plan which will eventually concentrate the Record Group's factories in one sixteen acre central site. The firm's products are exported to* 80 *overseas countries and during the year ended September* 1963 *overseas sales accounted for* 42 *per cent of total output. A Record chain wrench seen being used to unscrew a drill casing on a drilling rig in the Far East, the overflowing muddy water creating a distinctly macabre figure.*

Digest of Scottish Statistics

THE RECENTLY published October 1963 issue of the 'Digest of Scottish Statistics' prepared by the Scottish Statistical Office, shows that industrial production in Scotland during the second quarter of 1963 was 1·7 per cent higher than in the corresponding quarter of 1962.

This resulted largely from the activity at the new motor vehicle plants and the steel strip mill. Despite reductions in the aircraft and railway rolling stock sectors, the output of the vehicles group as a whole was up by 26 per cent, and although the downward trends in pig iron and iron castings were continued, metal manufacture as a whole was up by 15 per cent. Other important increases were in construction (4·5 per cent), food, drink and tobacco (4·7 per cent and gas, electricity and water (7·9 per cent).

Against these increases there were decreases of which the most important were an against-the-trend fall of 6·7 per cent in the output of the engineering and electrical goods group of industries and continued downward trends in shipbuilding and marine engineering (21 per cent and mining and quarrying (3·6 per cent). The output of manufacturing industry as a whole was at the same level as a year earlier.

The Digest, which is published half-yearly by H.M. Stationery Office, price 5s., contains a variety of statistics contributed by the Board of Trade.

The Chemical Industry in the first half of 1963

The following information brings up to date an article entitled 'Production in the Chemical Industry in 1962' which appeared in the *Board of Trade Journal* of May 10, 1963, pages 1053-1055.

THE SEASONALLY adjusted rate of production in the chemical industry* stayed virtually unchanged through the second half of 1962, the index of production number averaging 133 (1958=100). In the particularly severe weather of the first two months of 1963 production dropped, but subsequently rose rapidly and over the first half of 1963 the seasonally adjusted index of production averaged 136 (1958=100). The trend of production in the chemical industry in 1963 is shown by the following figures:

	Index of Production, seasonally adjusted (1958=100)
2nd half of 1962	133
1963: January-February	131
March-April	137
May-June	139
July-August (provisional)	144

Undue reliance cannot be placed on the trend shown for the summer months, where the seasonal adjustment factors are relatively large and an arbitrary fluctuations in the basic data can therefore distort the adjusted figures. However even after discounting the July-August figure, to some extent it is clear that a considerable expansion in overall production has occurred in recent months. It is difficult to pin-point the start of a true upward trend because of the depressed level of production in January-February and the fact that at least part of the increased production of March-April was in compensation for this.

Nonetheless it seems that the industry as a whole is in a period of rapid growth, the third such period since 1958 (1958 affords a useful base period not only because it is the current basis of the index of production but because 1957 and 1958 saw a prolonged period of little change in the overall level of production in the chemical industry). The two previous periods were one starting at the end of 1958 which lasted some 18 months (the following period from mid-1960 to the end of 1961 saw virtually no change in the level of production) and one starting early in 1962 that lasted only 6 months or so. Within these two previous periods of rapid growth (after making allowance for seasonal factors) expansion was at a rate of the order of 12 per cent per annum; the present expansion would seem to be at much the same annual rate.

Production in sectors of the industry

Table 1 shows the index of production numbers for the various sectors that make up the chemical industry. These show, by comparison of the first half of 1963 with the same period of 1962, that growth in production has been widespread in 1963 (by contrast, the rather short lived expansion in the first half of 1962 was weak in most sectors other than organic chemicals and plastics materials, and some sectors actually declined). The average rise in production as compared with a year earlier was 6 per cent.

Table 2 illustrates the relative importance of various sectors in their contribution to the total increase in the index of production for the chemical industries, and shows the important part played by organic chemicals and plastics materials.

*The sectors comprising the Chemical Industry are listed in Table 1.

Production in the Chemical Industry

Table 1

	Per cent weight (c)	Index of Production 1958 = 100									
		1958	1959	1960	1961	1962	1961		1962		1963
							Jan.-June	July-Dec.	Jan.-June	July-Dec.	Jan.-June
Dyestuffs	3·9	100	125	141	138	135	144	133	136	134	138
Fertilizers	4·2	100	108	117	118	118	124	113	122	114	133
Other chemicals:											
Organic chemicals (a)	11·0	100	119	148	147	165	149	146	160	170	183
Inorganic chemicals	10·6	100	111	122	121	124	123	120	125	124	131
Other chemicals, gases, etc.	19·1										
Explosives	5·1	100	107	116	116	121	119	112	122	119	129
Miscellaneous chemical industries (b)	5·2										
Plastic materials	7·8	100	123	147	148	167	148	147	164	169	184
Paint and varnish	9·3	100	110	112	112	110	116	106	114	107	116
Pharmaceutical preparations	10·8	100	113	125	138	142	143	132	146	138	155
Toilet preparations	3·4	100	109	120	123	121	116	130	114	127	118
Soap, detergents, etc.	6·4	100	103	106	106	108	113	99	111	106	108
Vegetable and animal oil and fats	3·2	100	108	106	106	110	109	102	112	109	114
Total chemical industry	100·0	100	111	123	125	130	128	121	131	129	139
Total chemical industry seasonally adjusted		100	111	123	125	130	125	124	128	133	136
Total all U.K. productive industry seasonally adjusted		100	105	112	114	115	114	114	115	116	115

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

(*Continued on next page*)

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Table 2

Contributing Groups	*Per cent weights*	*Contribution to total increase in index, first half of* 1963 *compared with first half of* 1962 *(a)*
Organic chemicals and plastics materials	18.8	+4.0
Other basic chemicals and explosives	40.0	+2.8
Other sectors	41.2	+1.4
Total, chemical industries	100.0	+8.2

(a) Increases in the respective index numbers (see Table 1) multiplied by the weights.

While production of organic chemicals and plastics materials was not greatly affected by the severe weather at the beginning of 1963, it may have been a little held back. Over the first half year as a whole production in these two sectors was respectively 14 per cent and 12 per cent above a year earlier, but the annual rate of expansion achieved by mid-1963 seems to have been rather higher than this.

Production of inorganic chemicals was 4½ per cent higher in the first half of 1963 than a year earlier; the current rate of growth in this sector is the fastest since 1959 (though it is far from equalling the annual rate then attained when the increase from the first half of 1959 to the first half of 1960 was over 10 per cent).

The group covering other basic chemicals showed an increase of 5 per cent over a year earlier; production of industrial gases (particularly oxygen) was still growing rapidly in the first half of 1963 but increases were fairly general in this group.

Amongst the other sectors, two with features of particular interest are fertilizers, and paint and varnish.

The level of production of fertilizers in the first half of 1963 was 9 per cent above a year earlier, a high rate of increase which followed a period of some three years of little change in the overall level of production. Production in the first quarter did not show any upward trend as compared with the previous three years but in the second quarter, with the start of the delayed spring season, production (and deliveries) reached a very high level compared to any previous year. While production of the newer more concentrated types of compounds increased strongly in the first half year, here was a very sharp increase in production of ammonium nitrate.

The paint industry had shown little change in its overall level of output from mid-1959 to the end of 1962. As might be expected this sector was heavily affected by severe weather at the beginning of 1963. Sales were at very low levels in January and February, those for building and decorating being particularly low. However sales subsequently showed a rapid increase so that the shortfall of the beginning of the year was more than made good; the average level for the first half of 1963 was some 1½ per cent higher than a year earlier.

Imports and exports

Since the early part of 1963, the trend in overall imports and exports of chemicals has been upwards, imports showing a very sharp rise. At current prices, imports in the first half of 1963 were 13 per cent up on a year earlier while exports were 5 per cent up. However on analysing the figures it is seen to be organic chemicals and plastics materials that between them are accounting for most of the increase in trade in 1963; taking these two groups together, both imports and exports increased by around 20 per cent in the first half year as compared with a year earlier.

Imports of chemicals other than organic chemicals and plastics materials increased by 7 per cent in all. A considerable part of this was due to nitrogenous fertilizers (which were not far short of double the value of a year earlier) leaving an overall increase of 5 per cent for the remainder of chemicals.

Exports of chemicals other than organic chemicals and plastics materials showed virtually no change overall in the first half of 1963 compared with a year earlier. However exports of medicinal and pharmaceutical products dropped, as did exports of explosives; for the remainder of chemicals there was an overall increase of 4 per cent in exports, with weed-killers and tetra-ethyl lead anti-knock compounds important contributors to this increase.

British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. *'Cambrit', Baires.*
BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom.*
BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56, Rio de Janeiro. *Chambrit, Rio de Janeiro.*
British and Commonwealth Chamber of Commerce in Sao Paulo, Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo. *Britchamb, Sao Paulo.*
CHILE – British Chamber of Commerce in the Republic of Chile (Inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago.*
EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.
FRANCE – British Chamber of Commerce in France, rue Halevy 6, Place de l'Opera, Paris 9. *Britomerce.*
Marseilles Regional Council of the British Chamber of Commerce, 2 Beauvau, Marseilles.
Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.
GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.
GREECE – British Hellenic Chamber of Commerce, 23 Amerikis Street, Athens.
INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.
IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.
ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.
ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan.*
JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.
MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.
MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer.*
NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.
PORTUGAL – British Chamber of Commerce in Portugal, Rua Victor Cordon 4, Lisbon, 2.
Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.
SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom.*
Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.
SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.
SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica.*
THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.
TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.
TURKEY – British Chamber of Commerce of Turkey, Buldanlioglu Han, Necati Bey Caddesi No. 246, Galata, Istanbul. P.O. Box 190, Galata, Istanbul. *Brichamcom, Istanbul.*
UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York.*
British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.
British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.
British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.
URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchamb, Montevideo.*

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone: City 7211).

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City, Canberra, A.C.T. *Asbercom, Canberra.*
CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber.*
CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber.*
CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a P.O. Box 55, Nicosia. *Chamber.*
EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom.*
FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 197, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce.*
FEDERATION OF RHODESIA AND NYASALAND – Associated Chambers of Commerce of Rhodesia and Nyasaland, York House, Angwa Street, Salisbury, S. Rhodesia, P.O. Box 1934. *Resolve.*
GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.
INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham.*
NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington. *Vigilance.*
NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos.*
PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap.*
SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.
WEST INDIES – Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone: City 4444, Ext. 118).

British Business Organisations Overseas

AUSTRALIA – Australian Association of British Manufacturers, 578 Bourke Street, Melbourne, C.1. *Ausbritman, Melbourne.*
CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto.*
British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Cabmavan.*
NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade.*
PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.
SOUTH AFRICA – British Manufacturers' and Representatives' Association, 513/517 Empire Building, corner Kruis and Market Streets, P.O. Box 3264, Johannesburg. *Union.*
VENEZUELA – Anglo-Venezuelan Trade Association, and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas.*

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HMSO

Government publications may be purchased from the Government Bookshops in London, Edinburgh, Manchester, Birmingham, Cardiff, Bristol and Belfast, by post from P.O. Box 569, London, S.E.1, or through any bookseller

United Kingdom trade in the third quarter of 1963

EXPORTS EXPANDED RAPIDLY in the first half of this year and there was a further increase in the third quarter. At an average rate of £346 million a month (seasonally adjusted) they were 3 per cent more than in the second quarter and 9 per cent more than the plateau in the second half of last year. In the third quarter there were increases in exports to all the main areas of the world except the Soviet Union and Eastern Europe. None of the increase was in machinery (about 30 per cent of exports) which has now changed little since the sharp increase in the first quarter ; it lay in a wide variety of other goods, including sugar, whisky, chemicals, textiles, iron and steel, road vehicles and ships.

Imports, too, have continued to grow. In the third quarter they averaged £412 million a month (seasonally adjusted), 4 per cent more than in the second quarter and 10 per cent more than at the beginning of the year. Imports of industrial materials, which had turned up in the second quarter, rose quickly in the third quarter when they were 7 per cent more than in the second. Imports of the food, beverages and tobacco group were higher in the third quarter than in the second though within the quarter they may have begun to fall back.

United Kingdom Trade

A. Recorded Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·4	13·1
1962 3rd quarter	300·6	368·6	11·2
4th quarter	325·4	378·8	14·3
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
1963 April	331·7	387·0	13·2
May	364·7	425·5	13·5
June	335·5	383·0	13·1
July	340·4	430·0	12·5
August	328·6	392·7	11·4
September	305·3	386·8	10·8

B. Seasonally Adjusted Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 3rd quarter	320	385	12
4th quarter	317	374	14
1963 1st quarter	327	375	12
2nd quarter	335	395	13
3rd quarter	346	412	13
1963 April	320	388	13
May	341	395	13
June	345	400	14
July	339	419	14
August	351	398	13
September	348	420	13
January-September	336	394	13

With imports rising faster than exports the trade gap (the difference between the value of imports c.i.f. and exports and re-exports f.o.b.) has widened this year. In the third quarter it was £53 million a month (seasonally adjusted). In the second quarter it was £47 million a month and in the first quarter £36 million a month. During 1962 as a whole it was £45 million a month.

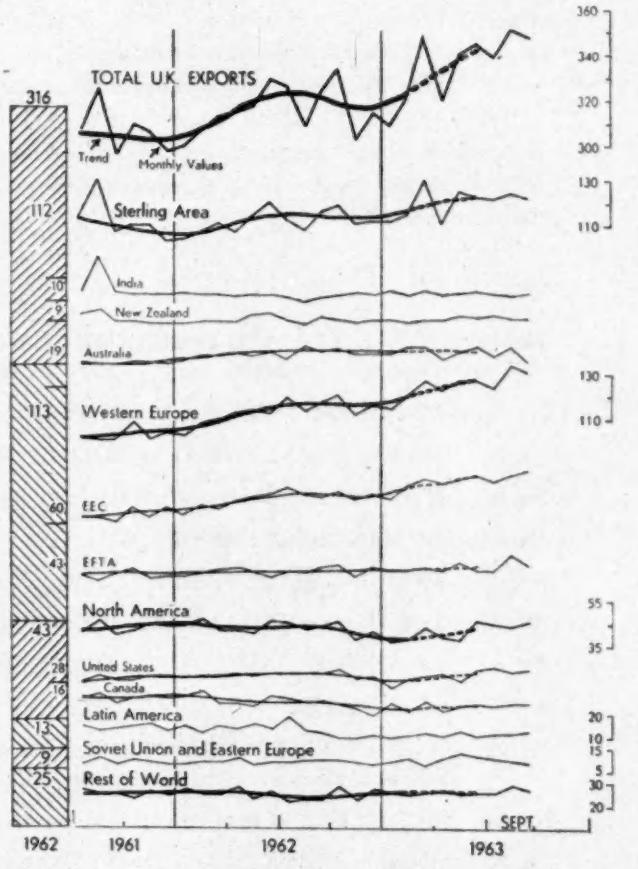
Area pattern of exports

Sterling area

Exports to the sterling area increased by £3 million a month, 3 per cent, in the third quarter after little change in the previous two quarters. Two-thirds of the increase was in exports to South Africa

U.K. Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962				1963					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Sterling Area	107	114	112	114	119	119	123	122	124	122
Australia	17	19	20	20	21	20	19	18	22	16
New Zealand	8	11	9	8	9	10	10	11	10	10
India	10	10	8	11	11	11	11	11	10	11
Western Europe	107	113	117	116	121	126	130	124	134	131
Economic Community	56	60	62	62	65	69	71	68	71	73
Free Trade Assocn. (inc. Finland)	42	43	43	44	44	45	47	44	51	46
North America	44	43	44	41	39	41	45	45	44	46
U.S.A. and Dependencies	27	28	28	28	25	28	30	31	29	30
Canada	18	15	16	14	14	14	15	14	15	15
Latin America	14	15	15	10	11	12	12	12	12	13
Soviet Union and Eastern Europe	8	9	10	9	9	12	10	11	10	9
Rest of World	26	26	23	26	26	26	27	26	29	27
Total	307	320	320	317	327	335	346	339	351	348

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	1962 Year	1st qtr. 1963	2nd qtr. 1963	3rd qtr. 1963	1962 Year	1st qtr. 1963	2nd qtr. 1963	3rd qtr. 1963
0. Food and Live Animals Total	361·4	371·2	387·3	372·9	27·8	30·5	31·1	40·8
00 Live animals	11·6	11·5	12·1	15·4	4·2	3·2	4·9	6·4
01 Meat and meat preparations	78·2	81·9	74·5	76·8	1·2	1·4	2·0	2·0
02 Dairy products and eggs	41·7	48·8	40·1	46·4	1·9	2·8	2·0	2·1
03 Fish and fish preparations	15·1	18·7	8·2	9·5	1·8	2·0	1·8	1·9
04 Cereals and cereal preparations	60·9	48·6	57·4	49·3	5·7	7·8	6·1	4·0
05 Fruit and vegetables	73·7	67·7	88·5	64·1	2·3	2·4	1·8	1·7
06 Sugar, sugar preparations and honey	16·0	27·0	45·0	55·8	5·0	5·1	6·6	16·3
07 Coffee, cocoa and preparations, tea and spices	42·4	46·2	41·1	35·8	2·9	2·6	3·0	3·1
08 Feeding stuff for animals	17·0	16·8	14·6	14·3	0·8	1·0	0·7	1·0
09 Miscellaneous food preparations	4·8	4·1	5·7	5·5	2·1	2·3	2·2	2·3
1. Beverages and Tobacco Total	31·5	19·3	30·5	47·5	27·3	22·4	28·3	29·0
11 Beverages	11·3	8·9	12·4	15·0	23·1	17·8	23·6	24·6
12 Tobacco	20·2	10·4	18·2	32·5	4·2	4·5	4·7	4·4
2. Crude Materials, Inedible Total	221·1	219·8	220·1	244·3	35·0	38·3	40·0	35·9
21 Hides, skins and fur skins, undressed	11·6	16·3	10·8	15·4	1·2	1·2	1·3	0·9
22 Oil seeds, oil nuts and oil kernels	13·3	12·6	12·8	12·4	0·0	0·0	0·0	0·0
23 Crude rubber (including synthetic and reclaimed)	15·4	16·6	12·2	11·9	2·1	2·2	2·1	2·0
24 Wood, lumber and cork	39·2	23·3	36·1	60·0	0·3	0·3	0·2	0·0
25 Pulp and waste paper	26·3	26·3	28·4	29·1	0·4	0·4	0·4	0·4
26 Textile fibres, not manufactured and their waste	59·9	71·4	64·6	54·6	21·3	25·9	27·1	22·0
27 Crude fertilizers and minerals	9·7	9·1	10·2	10·5	3·8	3·6	4·4	5·0
28 Metalliferous ores and metal scrap	34·7	31·7	35·9	38·5	4·9	3·5	3·7	4·9
29 Crude animal and vegetable materials	10·8	12·4	9·2	12·1	1·0	1·2	0·7	0·6
3. Mineral Fuels, Lubricants, etc. Total	133·6	147·3	148·2	136·1	36·5	41·3	43·6	38·7
33 Petroleum and petroleum products	133·3	146·8	148·0	135·9	28·7	32·2	31·3	26·1
Coal, coke, gas and electric energy	0·2	0·5	0·2	0·2	7·8	9·2	12·3	12·5
4. Animal and Vegetable Oils and Fats Total	10·4	10·9	10·3	12·1	1·7	2·0	2·4	1·7
5. Chemicals Total	43·4	48·0	49·8	51·6	85·9	87·4	93·8	89·9
51 Chemical elements and compounds	16·5	17·2	18·6	19·7	20·7	21·8	23·1	23·0
53 Dyeing, tanning and colouring materials	2·3	2·4	2·8	2·9	11·4	11·4	12·0	11·8
54 Medical and pharmaceutical products	1·3	1·6	1·1	1·8	14·0	13·0	13·6	12·8
55 Essential oils and perfume materials	2·1	3·4	3·2	2·9	8·2	8·0	8·8	8·5
56 Fertilizers, manufactured	4·5	6·0	4·4	4·7	1·2	1·1	1·3	1·3
58 Plastic materials and artificial resins	8·0	9·2	10·3	11·1	13·5	15·1	16·6	15·0
All other chemical materials and products	8·6	8·2	9·4	8·4	16·8	16·9	18·5	17·5
6. Manufactured Goods Classified Chiefly by Material Total	167·2	167·3	174·9	174·3	224·9	223·6	231·2	217·9
61 Leather, leather manufactures and dressed furs	6·2	6·2	6·4	6·7	6·0	6·6	7·3	6·6
62 Rubber manufactures, n.e.s.	1·7	1·7	1·9	2·2	11·8	13·0	12·7	11·3
63 Wood and cork manufactures (excluding furniture)	12·6	11·9	13·7	13·1	1·1	1·2	1·5	1·2
64 Paper, paperboard and manufactures thereof	26·3	24·7	28·5	30·1	10·6	11·5	11·9	11·1
65 Textile yarn, fabrics and articles	33·8	35·9	35·0	34·8	61·3	61·8	63·3	62·2
66 Non-metallic mineral manufactures	5·3	5·0	5·8	6·0	16·7	16·3	17·0	16·5
67 Iron and steel	13·4	16·7	18·2	17·1	50·0	50·3	52·7	49·3
68 Non-ferrous metals	60·3	58·2	57·3	56·8	33·0	29·9	31·3	29·2
69 Manufactures of metal ,n.e.s.	7·6	7·0	8·2	7·5	34·4	33·0	33·6	30·6
7. Machinery and Transport Equipment Total	98·7	98·5	105·9	96·1	415·1	463·6	463·8	416·9
71 Machinery other than electric	61·2	61·9	65·2	59·2	200·1	220·3	222·7	201·2
72 Electrical machinery, apparatus and appliances	20·0	20·5	22·5	24·0	71·7	83·4	82·7	69·1
73 Transport equipment	17·5	16·0	18·3	12·9	143·4	159·9	158·5	146·6
8. Miscellaneous Manufactures Articles Total	51·7	56·9	60·3	61·9	63·4	59·8	67·5	74·8
88 Sanitary, plumbing, heating and lighting fixtures and fittings	1·2	1·1	1·2	1·3	2·4	2·2	2·4	2·2
82 Furniture	1·4	1·3	1·5	1·4	2·7	2·8	2·7	2·6
83 Travel goods, handbags and similar articles	0·8	0·8	0·9	0·8	0·6	0·4	0·7	0·8
84 Clothing	13·4	14·7	15·2	16·4	8·7	8·6	7·8	11·9
85 Footwear	4·4	5·3	4·7	4·5	3·1	2·7	2·8	3·5
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	11·2	12·0	14·0	13·8	15·7	17·3	19·5	18·4
89 Miscellaneous manufactured articles, n.e.s.	19·3	21·7	22·8	23·6	30·2	25·8	31·7	35·5
5-8 Manufactured Goods Total	360·9	370·7	391·0	383·9	789·3	834·4	856·3	799·5
9. Commodities and Transactions not Classified according to Kind Total	4·2	4·7	5·2	5·4	30·3	29·0	29·1	29·1
TOTAL ALL SECTIONS	1,123·1	1,144·0	1,192·5	1,202·1	948·0	997·9	1,030·7	974·6

United Kingdom Exports: Sterling Area

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Sterling Area:			
Australia	63·8 (+23)	59·0 (+ 3)	55·2 (— 5)
Seasonally adjusted	*62*	*59*	*57*
New Zealand	25·4 (+10)	30·5 (— 2)	28·4 (+15)
Seasonally adjusted	*26*	*31*	*31*
India	34·4 (+11)	34·1 (+10)	31·8 (+32)
Seasonally adjusted	*34*	*32*	*33*
Pakistan	10·5 (— 6)	9·0 (—12)	10·0 (— 4)
Ceylon	4·2 (—35)	5·5 (—10)	6·4 (— 5)
Hong Kong	12·5 (+18)	13·1 (+12)	12·6 (+ 7)
Malaya and Singapore	20·0 (— 2)	20·7 (+ 8)	18·3 (— 2)
Ghana	8·8 (— 1)	9·0 (+ 0)	10·3 (+26)
Nigeria	16·8 (+ 5)	15·4 (— 1)	15·9 (+ 4)
Rhodesia and Nyasaland	10·7 (— 2)	10·0 (— 4)	10·0 (+ 4)
Kenya	7·5 (+ 3)	7·8 (— 7)	6·9 (+14)
Jamaica	4·8 (+ 1)	4·5 (—31)	4·7 (—13)
Trinidad and Tobago	5·8 (—11)	6·3 (+ 9)	5·6 (+ 2)
Irish Republic	33·9 (+ 1)	38·5 (+16)	35·3 (+ 7)
Seasonally adjusted	*33*	*38*	*38*
South Africa	54·5 (+52)	45·2 (+25)	47·1 (+28)
Seasonally adjusted	*49*	*45*	*51*
Middle East	20·3 (+19)	20·0 (+19)	18·6 (+22)
Other	30·4 (— 5)	31·0 (— 9)	30·6 (+ 7)
Total Sterling Area	364·3 (+11)	359·6 (+ 5)	348·0 (+ 9)
Seasonally adjusted	*357*	*358*	*369*

which included the delivery of a warship in September. In each quarter of this year exports to South Africa have been substantially higher than the rates in recent years. Exports to both New Zealand and to the Irish Republic were maintained at the higher rates reached in the second quarter. There has been little change in exports to India this year but exports to Australia have been declining.

Western Europe

There was a further increase in exports to Western Europe which in the third quarter were £4 million a month, 3 per cent, more than in the previous quarter. Exports to the Common Market were 3 per cent more with increases to France and Italy. Exports to EFTA countries were 4 per cent more. To the rest of Western Europe there was a sharp increase of 7 per cent after little change in the previous twelve months.

North America

Exports to North America in the third quarter were £4 million a month (10 per cent) higher than in the second quarter. Much of the increase was in exports to the United States which have been increasing since the beginning of the year. Exports to Canada, also, were higher, 10 per cent more than in the second quarter but 7 per cent less than a year earlier. In the first half of the year there had been little change after the sharp fall in the fourth quarter last year.

Latin America

Exports to Latin America had fallen sharply in the fourth quarter of 1962, by 28 per cent. In the first three quarters there were increases of 10 per cent, 3 per cent and 6 per cent respectively, but these exports remain well below what they used to be. There has been some recovery, in recent months, in exports to Argentina (this was where the very sharp reduction had previously occurred) and some further expansion in exports to Venezuela.

Rest of the world

Exports to the Soviet Union and Eastern Europe jumped in the second quarter when there were large shipments to Roumania. In the third quarter these exports were back to about the same average rate as in the first. Exports to the rest of the world rose 7 per cent in the third quarter after being level for some time. A large part of the increase was in exports to Japan which were 29 per cent higher than in the second quarter.

Commodity pattern of exports

Engineering products

The total value of exports of engineering goods in the third quarter was 3 per cent (seasonally adjusted) more than in the second quarter and about the same as in the first quarter. The fall and subsequent rise was mainly due to movements in exports of ships which tend to be erratic. Exports of machinery were about the same in the third quarter as in the second and there was a further modest increase in exports of road motor vehicles. Overseas demand for scientific instruments continues to be buoyant; in the third quarter these exports were 18 per cent more than a year earlier.

Exports of machinery other than electric increased 2 per cent in the third quarter, bringing them to 9 per cent more than a year earlier. Prominent among the groups of machinery that have been expanding quickly are machine tools (33 per cent higher in the third quarter than a year earlier), construction and mining machinery (25 per cent more), and office machinery (17 per cent). Exports

United Kingdom Exports: Non-Sterling Area

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Non-Sterling Area:			
North America	109·4 (—12)	132·3 (— 5)	129·7 (+ 2)
Seasonally adjusted	*118*	*122*	*135*
United States & Deps.	73·0 (— 6)	85·8 (+ 0)	86·9 (+ 9)
Seasonally adjusted	*75*	*83*	*91*
Canada	36·4 (—22)	46·5 (—13)	42·8 (— 9)
Seasonally adjusted	*42*	*41*	*44*
Latin America	36·4 (—19)	34·2 (—20)	34·9 (—15)
Seasonally adjusted	*34*	*35*	*37*
Argentina	6·8 (—56)	4·8 (—70)	6·3 (—35)
Venezuela	5·0 (— 6)	4·5 (+ 5)	4·7 (+ 9)
Other	24·6 (+ 2)	24·9 (+11)	23·9 (—12)
Western Europe	377·2 (+14)	390·7 (+11)	357·4 (+11)
Seasonally adjusted	*363*	*377*	*389*
Economic Community	205·2 (+18)	212·8 (+15)	197·0 (+13)
Seasonally adjusted	*196*	*207*	*212*
France	43·7 (+30)	47·2 (+28)	40·7 (+31)
Seasonally adjusted	*41*	*44*	*46*
Western Germany	56·4 (+14)	53·6 (+10)	51·7 (+ 4)
Seasonally adjusted	*54*	*55*	*53*
Italy	39·2 (+21)	41·7 (+10)	41·6 (+31)
Seasonally adjusted	*38*	*40*	*45*
Netherlands	41·5 (+15)	44·2 (+20)	39·6 (+ 3)
Seasonally adjusted	*40*	*43*	*42*
Belgium and Luxembourg	24·4 (+12)	26·1 (+ 7)	23·4 (+ 1)
Seasonally adjusted	*24*	*26*	*26*
Free Trade Association including Finland	136·7 (+ 6)	140·7 (+ 4)	127·2 (+ 8)
Seasonally adjusted	*133*	*135*	*141*
Sweden	39·8 (+ 4)	45·3 (+13)	37·1 (+ 8)
Seasonally adjusted	*39*	*43*	*43*
Norway	22·4 (+11)	22·2 (+ 1)	20·6 (+18)
Denmark & Greenland	28·9 (+10)	26·2 (— 2)	22·5 (—11)
Switzerland & Liechtenstein	17·6 (+16)	17·6 (+ 5)	19·6 (+28)
Portugal, Azores and Madeira	7·9 (—10)	8·1 (— 5)	7·6 (+ 6)
Austria	7·3 (+20)	7·0 (+14)	7·1 (+35)
Finland	12·8 (— 9)	14·3 (— 3)	12·7 (— 2)
Spain, Canary Islands and Spanish Ports in North Africa	17·1 (+25)	17·5 (+20)	17·1 (+17)
Other	18·2 (+28)	19·7 (+19)	16·1 (+ 0)
Soviet Union and Eastern Europe	30·7 (+14)	34·8 (+30)	27·0 (— 4)
Seasonally adjusted	*28*	*36*	*29*
Soviet Union	14·9 (+57)	15·1 (+50)	10·9 (+ 0)
Other	15·7 (— 9)	19·7 (+18)	16·0 (— 7)
Other Non-Sterling	79·9 (+ 0)	79·2 (— 1)	77·7 (+20)
Seasonally adjusted	*77*	*77*	*82*
Middle East	40·3 (+ 5)	41·0 (+ 3)	38·9 (+22)
Japan	10·9 (+ 4)	11·6 (—16)	12·7 (+47)
Seasonally adjusted	*11*	*10*	*13*
Other	28·7 (— 6)	26·7 (+ 0)	26·1 (+ 9)
Total Non-Sterling	633·6 (+ 5)	671·1 (+ 5)	626·6 (+ 7)
Seasonally adjusted	*621*	*648*	*672*

of mechanical handling equipment and textile machinery have been erratic this year but there were sizeable increases in the third quarter. Exports of boilers, auxiliary plant and steam engines have been at rates well below what they were last year.

Exports of electric machinery, apparatus and appliances dropped 8 per cent in the third quarter after successive increases in the preceeding two quarters. There was a large reduction in exports of electric wires and cables but there had been specially large deliveries of submarine cable in each of the first two quarters. There were reductions also in exports of generators, motors, converters, transformers and rectifiers and domestic electric appliances. There was a small recovery in exports of switch-gear, starting and controlling gear, etc., after a fall in the second quarter. Exports of telecommunications apparatus were unchanged.

The value of road motor vehicles shipped in the third quarter was 2 per cent more than in the second, following increases of 3 per cent and 4 per cent in the second and first quarters respectively. Exports of cars and chassis have grown continuously this year, but the rate of increase seems to have slackened in recent months. Commercial vehicles exports have continued to rise.

Textiles

Exports of textile manufactures have risen each quarter this year. In the third quarter they were 2 per cent more than in the previous three months. The expansionary element has been man-made fibre yarns and fabrics. In the third quarter exports of these were 26 per cent more than a year earlier. There has also been some increase in exports of wool yarns and fabrics and a slight recovery in the third quarter, after a long decline, in exports of cotton yarns fabrics. Exports of wool tops (classified in the Trade Accounts in Section 2 – crude materials, inedible, except fuels) were 34 per cent more in value than in the third quarter of 1962 and 27 per cent more in weight.

Metals

Exports of metals and metal manufactures have been growing this year after a fall at the turn of the year. In the third quarter the increase was 2 per cent after 4 per cent in the second quarter. The recovery has been in exports of iron and steel; exports of non-ferrous metals and of metal manufactures have continued to decline.

Engineering Products

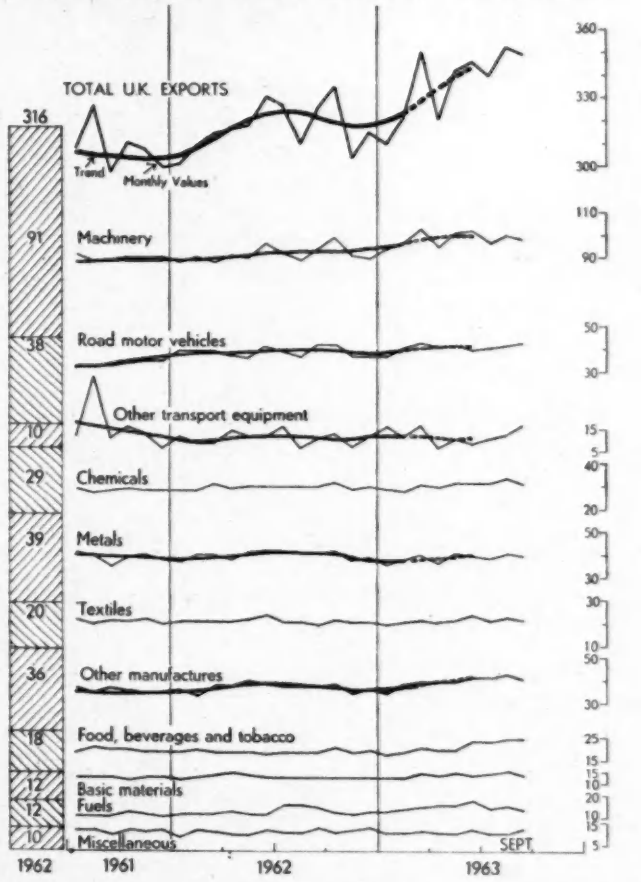
£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Machinery and transport equipment	463·6 (+12)	463·8 (+ 4)	416·9 (+ 8)
Seasonally adjusted	*450*	*438*	*452*
Machinery other than electric	220·3 (+ 7)	222·7 (+ 6)	201·2 (+ 9)
Seasonally adjusted	*211*	*213*	*217*
Boilers, auxiliary plant and steam engines	6·7 (—25)	6·5 (—32)	5·3 (—30)
Aircraft engines, new	4·3 (—26)	4·8 (—18)	2·7 (—37)
Other internal combustion engines	20·1 (+ 5)	21·6 (+10)	17·7 (+ 1)
Tractors and parts	38·5 (+10)	34·6 (+ 8)	32·1 (+ 5)
Office machinery	9·7 (+35)	9·6 (+11)	9·4 (+17)
Machine tools	10·2 (+17)	11·0 (+21)	12·1 (+33)
Textile machinery	16·9 (+ 8)	15·0 (— 8)	15·2 (+ 7)
Construction and mining machinery	13·6 (+15)	16·2 (+32)	14·2 (+25)
Mechanical handling equipment	8·5 (+33)	7·2 (+ 4)	7·5 (+22)
Electric machinery, apparatus and appliances	83·4 (+24)	82·7 (+10)	69·1 (+ 2)
Seasonally adjusted	*80*	*81*	*75*
Generators, motors, converters, transformers and rectifiers	12·9 (+35)	12·3 (+ 4)	10·0 (— 9)
Switchgears, starting and controlling gear, etc.	6·8 (+28)	5·7 (— 4)	5·0 (— 0)
Electric wires and cables	9·5 (+90)	8·4 (+26)	5·8 (— 7)
Telecommunications apparatus	19·1 (+ 8)	20·7 (+ 2)	17·1 (+ 2)
Domestic electrical equipment	8·8 (+10)	9·2 (+11)	7·4 (+ 0)
Road motor vehicles	123·4 (+ 4)	128·5 (+ 8)	113·0 (+ 7)
Seasonally adjusted	*117*	*120*	*122*
Cars and chassis	58·6 (+ 4)	61·0 (+ 6)	54·9 (+ 7)
Commercial vehicles and chassis	30·0 (+ 1)	31·5 (+ 6)	27·3 (+ 7)
Aircraft and parts	12·7 (+64)	11·1 (—24)	12·5 (+47)
Ships and boats	12·9 (+126)	6·9 (—50)	9·0 (+12)
Professional, scientific and controlling instruments, etc.	17·3 (+19)	19·5 (+19)	18·4 (+18)
Engineering products	481·0 (+12)	483·4 (+ 5)	435·3 (+ 8)

(1) Including tractor parts.

U.K. Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962				1963					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Food, beverages and tobacco	18	18	18	19	18	21	24	23	24	24
Basic materials	12	13	12	12	13	14	14	14	15	13
Fuels	11	11	15	12	13	15	14	14	15	13
Manufactures	256	267	266	264	272	276	285	279	288	287
Machinery and transport equipment	135	140	139	140	150	146	151	146	151	155
Machinery	88	92	91	92	97	98	97	96	99	97
Road motor vehicles	38	37	38	37	39	40	41	40	41	42
Other transport equipment	8	11	10	10	14	8	13	10	12	16
Chemicals	28	29	29	29	29	31	31	31	33	30
Metals and misc. metal mfrs.	38	39	40	39	37	38	39	38	40	39
Textiles	20	21	20	20	20	21	22	21	22	21
Other mfrs.	35	38	37	36	37	40	41	41	42	40
Miscellaneous	9	10	11	11	11	10	11	10	10	12
Total	307	320	320	317	327	335	346	339	351	348

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Chemicals

The rapid growth of exports of plastic materials slackened in the third quarter when the value of these exports was 13 per cent more than a year earlier. The increase in the previous two quarters was about 20 per cent. Exports of chemical elements and compounds and of dyeing, tanning and colouring material have continued to expand. In total, exports of chemicals in the third quarter were 3 per cent (seasonally adjusted) more than in the second and 8 per cent more than in the third quarter of 1962.

Other manufactures

Among other manufactures the most notable feature this year has been a steady expansion in exports of clothing and footwear. In the third quarter their value was 14 per cent more than a year earlier; the largest increases were to Western European countries. Exports of paper have continued to rise, but of rubber manufactures and pottery and glass have been no more than maintained.

Other goods

Exports of oil have been erratic in the past twelve months. They were high in the third quarter last year and again in the second quarter this year when there were large shipments to the Netherlands. In the third quarter they fell back again, although they were above the average rate of recent years. The expansion of exports of solid fuels, that has taken place this year continued in the third quarter. There was a further increase in exports of food in the third quarter, more than accounted for by exports of sugar which were high in both quantity and price, exports of beverages also continued to grow with increased shipments of whisky to the United States and Western Europe.

Other Manufactures

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Chemicals	87·4 (+ 3)	93·8 (+ 7)	89·9 (+ 8)
Seasonally adjusted	*86*	*92*	*94*
Chemical elements and compounds	21·8 (+10)	23·1 (+14)	23·0 (+18)
Dyeing, tanning and colouring materials	11·4 (— 3)	12·0 (+ 2)	11·8 (+ 8)
Medicinal and pharmaceutical products	13·0 (— 4)	13·6 (—10)	12·8 (— 3)
Essential oils, toilet, polishing and cleansing preparations	8·0 (+ 4)	8·8 (+ 3)	8·5 (+ 2)
Plastic materials	15·1 (+19)	16·6 (+21)	15·0 (+13)
Manufactured goods classified chiefly by material	223·6 (— 0)	231·2 (— 1)	217·9 (+ 2)
Seasonally adjusted	*218*	*229*	*233*
Rubber manufactures	13·0 (+10)	12·7 (+ 7)	11·3 (+ 1)
Paper	11·5 (+13)	11·9 (+ 7)	11·1 (+12)
Textile manufactures	61·8 (— 1)	63·3 (+ 1)	62·2 (+ 8)
Seasonally adjusted	*59*	*64*	*65*
Wool yarns and woven fabrics	20·4 (— 1)	20·8 (+ 4)	21·9 (+ 9)
Cotton yarns and woven fabrics	11·7 (— 7)	10·9 (— 9)	10·5 (+ 2)
Man-made fibre yarns and woven fabrics	11·5 (+22)	12·2 (+20)	11·4 (+26)
Miscellaneous textile manufactures	18·1 (— 8)	19·4 (— 7)	18·3 (+ 1)
Wool tops	11·1 (+32)	12·3 (+37)	9·8 (+34)
Pottery and glass	8·4 (+ 0)	9·0 (— 4)	8·9 (+ 1)
Metals	113·1 (— 3)	117·6 (— 4)	109·1 (— 3)
Seasonally adjusted	*111*	*115*	*117*
Iron and steel	50·3 (+ 1)	52·7 (— 0)	49·3 (+ 5)
Non-ferrous metals	29·9 (— 9)	31·3 (— 9)	29·2 (—10)
Miscellaneous metal manufactures	33·0 (— 3)	33·6 (— 5)	30·6 (— 7)
Miscellaneous manufactured articles	59·8 (+ 5)	67·5 (+ 6)	74·8 (+16)
Seasonally adjusted	*62*	*69*	*74*
Clothing and footwear	11·3 (+ 4)	10·5 (+ 9)	15·4 (+14)
Printed matter	8·8 (+10)	10·1 (+12)	11·8 (+22)

Other Exports

£ million f.o.b.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Food and live animals	30·5 (+ 4)	31·1 (+25)	40·8 (+58)
Seasonally adjusted	*30*	*34*	*41*
Cereals and cereal preparations	7·8 (— 5)	6·1 (+16)	4·0 (— 0)
Sugar and sugar preparations	5·1 (— 8)	6·6 (+42)	16·3 (+225)
Beverages and tobacco	22·4 (— 3)	28·3 (+ 6)	29·0 (+11)
Seasonally adjusted	*25*	*28*	*30*
Whisky	15·4 (— 7)	20·4 (+ 4)	21·4 (+14)
Crude materials (including wood tops) and animal and vegetable oils and fats	40·3 (+ 7)	42·3 (+ 3)	37·6 (+17)
Seasonally adjusted	*38*	*41*	*42*
Mineral fuels, lubricants and related materials	41·3 (+16)	43·6 (+36)	38·7 (— 6)
Seasonally adjusted	*38*	*46*	*41*
Coal, coke and briquettes	9·1 (+29)	12·0 (+82)	12·5 (+36)
Petroleum products	27·3 (+ 4)	25·3 (+10)	21·0 (—23)

Commodity pattern of imports

Food, beverages and tobacco

There was an increase of £8 million a month (6 per cent seasonally adjusted) in imports of food and live animals between the second and third quarters. These imports have risen quarter by quarter this year, but during the third quarter they seem to have been falling.

The steep rise in the value of food imports this year has been predominantly due to the large increase in the world price of sugar. The average value of these imports (as calculated from the Trade Accounts) fell after June, with the result that the average value in the third quarter was less than in the second. Between the two quarters there was, on the other hand, a large increase in the quantity imported, contrary to the normal seasonal movement. The net effect of the reduced price and increased quantity of sugar imports was that their value rose by 30 per cent or nearly £4 million a month (not seasonally adjusted) between the second and third quarters.

In the third quarter there was also a large increase (30 per cent seasonally adjusted) in imports of dairy produce. The rise was due to a sharp rise in the quantity of butter imported, accompanied by an increase in price. Imports of fruit and vegetables also rose in the third quarter. There was a further fall of about 2 per cent in meat imports (particularly mutton and lamb) and by a rather larger fall, about 7 per cent, in imports of cereals and feeding stuffs.

The sharp increase in tobacco arrivals which took place in the second quarter, following a period of unusually low imports, was maintained in the last three months. Imports of beverages rose.

Industrial materials

Imports of industrial materials turned up in the second quarter and increased rapidly in the third when they were £11 million a month (7 per cent) more after seasonal adjustment. Most of the

Food, Beverages and Tobacco

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Food and live animals	371·2 (— 3)	387·3 (+ 1)	372·9 (+11)
Seasonally adjusted	*349*	*382*	*405*
Live animals	11·5 (—12)	12·1 (+39)	15·4 (+22)
Meat and meat preparations	81·9 (+ 1)	74·5 (— 1)	76·8 (— 3)
Seasonally adjusted	*80*	*77*	*75*
Beef and veal	17·1 (+16)	14·9 (+ 8)	16·2 (— 1)
Th. tons	102 (+42)	84 (+15)	80 (— 4)
Mutton and lamb	22·1 (+11)	15·9 (+12)	11·7 (—20)
Th. tons	121 (+ 1)	93 (+ 9)	64 (—17)
Bacon	24·1 (— 2)	22·2 (— 4)	25·8 (+16)
Th. tons	98 (— 2)	97 (— 5)	97 (— 2)
Dairy products and eggs	48·8 (+ 5)	40·1 (+ 7)	46·4 (+27)
Seasonally adjusted	*43*	*41*	*53*
Butter	33·3 (+ 1)	28·5 (+ 9)	36·3 (+41)
Th. tons	107 (—12)	89 (— 4)	108 (+25)
Fish and fish preparations	18·7 (+ 9)	8·2 (—46)	9·5 (—32)
Raw sugars	24·4 (+106)	39·3 (+164)	51·0 (+333)
Th. tons	522 (+ 3)	573 (— 2)	778 (+80)
Cocoa beans	4·2 (—53)	8·3 (+28)	2·4 (—19)
Th. tons	25 (—50)	49 (+25)	13 (—28)
Tea and mate	33·3 (+ 6)	21·1 (+ 4)	25·5 (— 9)
Th. tons	73 (+ 3)	51 (+ 9)	57 (— 8)
Cereals and feeding stuff for animals	65·3 (—23)	72·1 (—13)	63·6 (—15)
Seasonally adjusted	*64*	*70*	*66*
Fruit and vegetables	67·7 (— 5)	88·5 (—15)	64·1 (+ 9)
Seasonally adjusted	*67*	*71*	*75*
Beverages and tobacco	19·3 (— 1)	30·5 (+17)	47·5 (+19)
Seasonally adjusted	*30*	*40*	*41*
Beverages	8·9 (+ 3)	12·4 (+16)	15·0 (+16)
Tobacco and tobacco manufactures	10·4 (— 3)	18·2 (+17)	32·5 (+20)
Seasonally adjusted	*19*	*28*	*27*

Materials and Fuels

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Crude materials	219·8 (— 2)	220·1 (+ 3)	244·3 (+12)
Seasonally adjusted	*219*	*221*	*244*
Oil seeds, oil nuts and oil kernels	12·6 (— 5)	12·8 (—10)	12·4 (+ 2)
Seasonally adjusted	*13*	*13*	*13*
Wood, lumber and cork	23·3 (— 9)	36·1 (+ 4)	60·0 (+11)
Seasonally adjusted	*34*	*39*	*44*
Sawn softwood	15·7 (— 5)	26·8 (+ 8)	46·3 (+12)
Th. standards	206 (— 7)	355 (+ 7)	605 (+ 9)
Woodpulp	26·3 (+ 4)	28·4 (+10)	29·1 (+14)
Th. tons	614 (+ 7)	658 (+10)	668 (+11)
Wool and other animal hair and tops	44·0 (— 1)	38·8 (+13)	31·0 (+24)
Seasonally adjusted	*38*	*34*	*41*
Raw wool	40·1 (— 4)	33·8 (+11)	26·3 (+21)
Th. tons	86 (— 7)	69 (— 0)	53 (+4)
Raw cotton	12·5 (— 9)	13·8 (— 3)	11·7 (+17)
Th. tons	54 (— 5)	58 (— 1)	49 (+19)
Metalliferous ores and scrap	31·7 (— 6)	35·9 (— 2)	38·5 (+ 6)
Iron ore	11·2 (—14)	16·0 (— 0)	18·8 (+ 1)
Th. tons	2,532 (— 5)	3,512 (+ 5)	4,091 (+ 8)
Hides and skins	16·3 (+ 6)	10·8 (+21)	15·4 (+47)
Crude rubber	16·6 (—13)	12·2 (—20)	11·9 (— 9)
Animal and vegetable oils and fats	10·9 (+23)	10·3 (—15)	12·1 (+ 8)
Seasonally adjusted	*13*	*8*	*12*
Chemicals	48·0 (+10)	49·8 (+17)	51·6 (+23)
Seasonally adjusted	*45*	*51*	*54*
Manufactured goods classified chiefly by material	167·3 (+ 5)	174·9 (+ 6)	174·3 (+ 2)
Seasonally adjusted	*166*	*174*	*179*
Wood manufactures	11·9 (— 1)	13·7 (+ 8)	13·1 (+10)
Newsprint paper and board	24·7 (+ 3)	28·5 (+ 5)	30·1 (+15)
Cotton yarns and fabrics	16·0 (+ 3)	14·9 (+ 9)	13·7 (+ 3)
Other textile manufactures	19·9 (+ 3)	20·1 (+ 6)	21·1 (+ 7)
Iron and steel	16·7 (+75)	18·2 (+44)	17·1 (+18)
Th. tons	340 (+127)	381 (+59)	366 (+18)
Non-ferrous metals	58·2 (— 1)	57·3 (— 3)	56·8 (—13)
Copper	31·8 (+ 8)	27·7 (—14)	28·2 (—22)
Th. tons	136 (+ 7)	118 (—15)	121 (—21)
Aluminium	13·7 (— 2)	15·4 (+17)	12·6 (+13)
Total industrial materials (1)	446·0 (+ 2)	455·2 (+ 5)	482·2 (+ 9)
Seasonally adjusted	*443*	*454*	*488*
Mineral fuels, lubricants and related materials	147·3 (+11)	148·2 (+17)	136·1 (— 4)
Crude petroleum	99·1 (+ 5)	103·0 (+18)	89·9 (—11)
Mill. galls.	3,659 (+ 8)	3,771 (+19)	3,345 (—10)
Petroleum products	44·2 (+25)	41·5 (+15)	43·3 (+21)
Mill. galls.	1,237 (+30)	1,056 (+13)	1,127 (+26)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

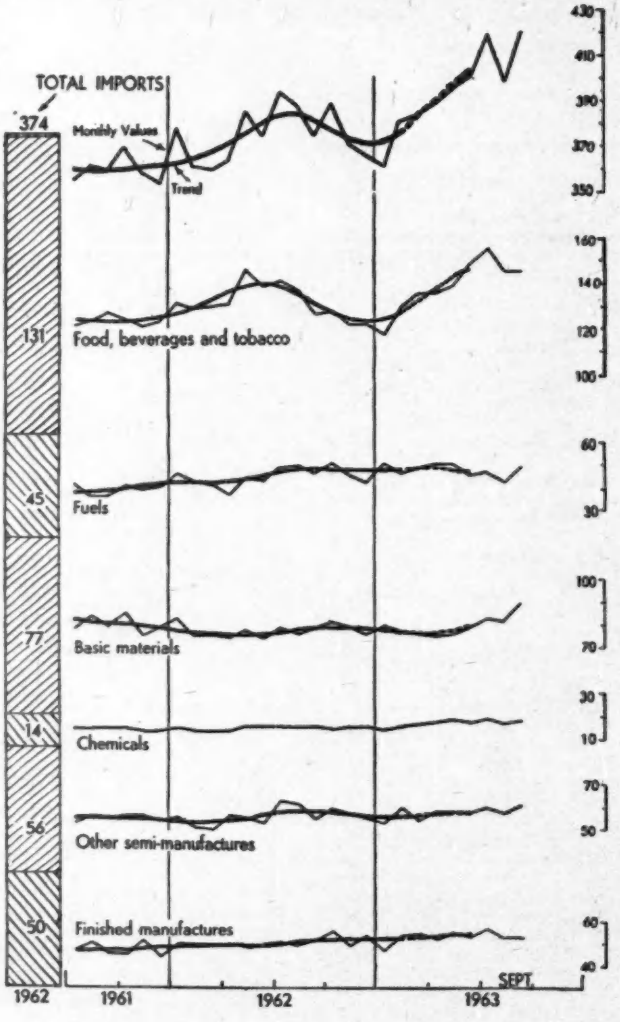
increase was in basic materials, imports of which were 11 per cent more.

Imports of timber which had been unusually low in the first quarter, increased in both the second and third quarters but the average for the nine months did not quite regain the average level of imports last year. Allowing for seasonal movements, imports of raw wool rose sharply in quantity and value in the last three months. Imports of other textile fibres in total, have tended to increase this year but a 3 per cent increase on a year earlier, in the quantity of raw cotton imported this year has been offset by lower prices. In the last three months there was a large increase in imports of furskins, some of which are likely to be for re-export. There was some increase in imports of woodpulp and ores.

Imports of semi-manufactures rose by 3 per cent, seasonally adjusted, between the second and third quarters. Imports of chemicals have been rising continuously since the beginning of last year and the rate of growth has steepened during the last nine months; in the third quarter imports rose by 4 per cent. Imports of other semi-manufactures taken together, rose by 3 per cent. Some of this increase seems to have been in paper and board but it is difficult to identify other items which may also have contributed to it. Imports of iron and steel now seem to be falling, but in the third quarter were still 18 per cent more than a year earlier.

Imports: Commodity Classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962				1963					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Food, beverages and tobacco	129	138	134	123	126	141	148	155	145	145
Fuels	43	41	48	46	48	49	46	47	43	49
Basic materials	77	75	78	79	77	76	85	83	82	90
Chemicals	13	15	15	15	15	17	18	19	17	18
Other semi-manufactures	52	55	59	57	55	58	60	60	58	61
Finished manufactures	49	49	50	52	52	54	55	57	53	53
Miscellaneous	2	1	1	2	1	2	2	1	3	1
Total	365	373	385	374	375	395	412	419	398	420

Mineral fuels and lubricants

In the third quarter imports of mineral fuels and lubricants fell by 6 per cent, after seasonal adjustment (exports of fuels also fell in the third quarter): there had been a sharp increase in the first quarter and the higher rate was maintained in the second. The fall was in crude oil; some increase in refined products was recorded.

Finished manufactures

After a dip in the first quarter, imports of finished manufactures resumed their upward trend. In the third quarter, there was an increase of 2 per cent (seasonally adjusted), largely in consumer goods; imports of machinery were little changed and there were reductions in imports of ships and aircraft. The increase in consumer goods seems to have been largely in clothing, imports of which have been rising, with little intermission, since the beginning of last year, and in other non-durables, including printed matter, toys and sports equipment. Imports of cars rose sharply early in the year but now seem to have levelled out. In the first nine months of this year they were only three-quarters of the peak rate in the corresponding period of 1960.

Finished Manufactures

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Consumer goods (1)	50·8 (+13)	56·0 (+19)	56·0 (+29)
Cars and motor cycles	5·6 (+49)	7·9 (+83)	5·7 (+87)
Other durable goods	17·0 (+15)	18·8 (+12)	18·9 (+35)
Clothing and footwear	20·0 (+ 6)	19·9 (+11)	20·9 (+18)
Other consumer goods	8·1 (+ 8)	9·4 (+16)	10·4 (+22)
Other, mainly capital goods	104·6 (— 0)	110·2 (+ 6)	102·0 (+ 2)
Machinery	73·8 (— 0)	77·3 (+ 9)	73·8 (+ 9)
Aircraft, aircraft engines	13·6 (— 1)	9·9 (+ 5)	8·8 (—32)
Ships and boats	0·3 (—85)	4·3 (—40)	1·0 (—71)
Instruments	8·2 (+21)	8·7 (+17)	8·4 (+18)
Other	8·7 (+ 7)	9·8 (+14)	10·1 (+24)
Total finished manufactures (2)	155·4 (+ 4)	166·2 (+10)	158·0 (+11)
Seasonally adjusted	*155*	*161*	*164*

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) S.I.T.C., Revised Sections 7 and 8.

Sources of imports

In both the second and third quarters imports from the sterling area rose by 9 per cent, after seasonal adjustment. There was a large increase in imports from Australia (much of it sugar and wool) and the remainder of the increase in sterling imports came largely from Mauritius and the West Indian sugar producers and from the Irish Republic. Imports from New Zealand and India fell. Imports from Western Europe rose by 4 per cent with most of the increase from the Common Market. There was only a small increase from EFTA. Imports from Canada fell 7 per cent, but there was a small increase from the United States. Imports from Latin America rose by 4 per cent. There was a further increase, 3 per cent, in imports from the Soviet Union and Eastern Europe. Imports from the rest of the world, mainly non-sterling primary producers and Japan, fell by 8 per cent.

Notes:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: Statistics Division (seasonal adjustment), Board of

Trade, Room D.53, Hillgate House, 35 Old Bailey, London, E.C.4.

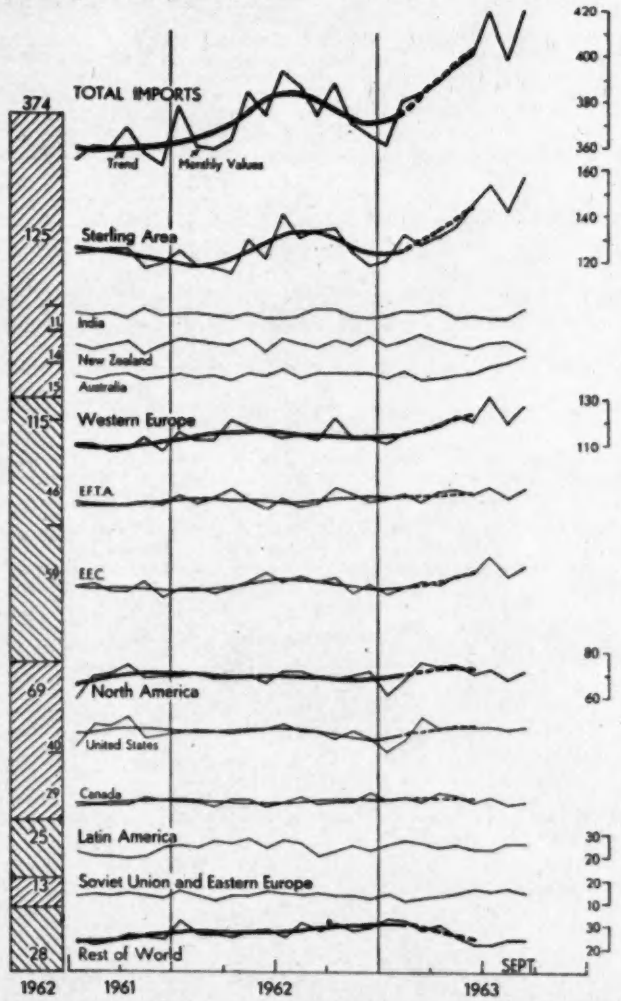
Detailed particulars of United Kingdom imports, exports and re-exports were published on October 25*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for November†, due to be published on or about November 25.

*Accounts relating to Trade and Navigation of the United Kingdom, September 1963 H.M. Stationery Office, Price 30s. 0d., by post 31s. 0d.

†Report on Overseas Trade published by H.M. Stationery Office, price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s. 0d.

Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962				1963					
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	Aug.	Sept.
Sterling Area	119	121	134	125	126	137	150	153	142	157
Australia	15	15	16	16	15	15	21	19	21	24
New Zealand	13	13	14	15	15	14	13	14	15	11
India	11	11	12	12	12	12	11	10	10	14
Western Europe	113	117	113	115	114	121	126	131	119	127
Economic Community	56	61	60	59	58	62	67	71	63	67
Free Trade Assocn. (inc. Finland)	45	46	44	48	46	49	50	51	47	51
North America	69	68	70	69	68	72	71	72	68	71
U.S.A. and Dependencies	40	40	41	38	38	42	42	42	41	42
Canada	28	29	29	30	30	31	29	31	28	29
Latin America	25	26	24	24	26	24	25	23	26	26
Soviet Union and Eastern Europe	13	13	13	13	12	15	15	15	16	14
Rest of World	28	26	28	29	31	26	24	22	24	24
Total	363	373	385	374	375	395	412	419	398	420

Imports by Areas and Countries

£ million c.i.f.
(percentage change on a year earlier)

	1st quarter 1963	2nd quarter 1963	3rd quarter 1963
Non-Sterling Area:			
North America	194·4 (— 3)	211·9 (+ 6)	205·4 (+ 2)
Seasonally adjusted	*203*	*217*	*212*
United States & Deps.	117·5 (— 7)	117·1 (+ 4)	113·1 (+ 4)
Seasonally adjusted	*113*	*125*	*127*
Canada	76·9 (+ 3)	94·9 (+ 9)	92·3 (+ 0)
Seasonally adjusted	*89*	*94*	*87*
Latin America	79·3 (+ 5)	76·1 (— 9)	78·0 (+ 4)
Seasonally adjusted	*79*	*72*	*75*
Argentina	27·9 (+22)	22·9 (— 5)	20·5 (—23)
Venezuela	18·4 (—14)	17·9 (—23)	14·0 (— 2)
Other	32·9 (+ 7)	35·4 (— 3)	43·5 (+27)
Western Europe	337·6 (+ 0)	362·2 (+ 3)	376·7 (+13)
Seasonally adjusted	*342*	*362*	*378*
Economic Community	177·5 (+ 1)	190·3 (+ 4)	194·4 (+13)
Seasonally adjusted	*173*	*187*	*202*
France	33·5 (— 5)	37·7 (+14)	38·3 (+24)
Western Germany	48·2 (+ 4)	51·7 (+ 8)	52·2 (+ 8)
Italy	27·1 (— 8)	26·5 (— 7)	28·7 (— 0)
Netherlands	49·1 (+ 6)	52·7 (— 4)	53·3 (+14)
Belgium and Luxembourg	19·6 (+10)	21·8 (+15)	21·8 (+27)
Free Trade Association including Finland	129·9 (+ 1)	145·4 (+ 8)	161·4 (+14)
Seasonally adjusted	*139*	*148*	*150*
Sweden	34·6 (— 4)	41·1 (+ 8)	43·0 (+10)
Norway	19·0 (+12)	17·0 (+ 2)	17·3 (+10)
Denmark & Greenland	37·7 (+ 2)	39·3 (+ 1)	42·8 (+14)
Switzerland and Liechtenstein	14·7 (+12)	14·5 (+ 8)	16·0 (+25)
Portugal, Azores and Madeira	5·1 (+23)	5·2 (+17)	5·4 (+ 4)
Austria	4·8 (+31)	4·3 (+30)	5·1 (+68)
Finland	14·0 (—18)	24·0 (+19)	31·8 (+14)
Spain, Canary Islands and Spanish Ports in North Africa	18·1 (—18)	18·1 (—12)	11·7 (+20)
Other	12·1 (+ 1)	8·4 (—26)	9·3 (— 3)
Soviet Union and Eastern Europe	33·4 (— 8)	38·1 (+10)	50·1 (+14)
Seasonally adjusted	*36*	*44*	*45*
Soviet Union	17·2 (— 5)	17·3 (+17)	29·2 (+10)
Other	16·1 (—12)	20·8 (+ 5)	20·9 (+21)
Other Non-Sterling	99·3 (+ 9)	82·3 (— 4)	66·3 (—14)
Seasonally adjusted	*93*	*77*	*71*
Middle East	46·3 (+ 3)	42·5 (+ 7)	30·9 (—10)
Japan	18·8 (+50)	10·6 (—30)	10·0 (—24)
Other	34·1 (+ 2)	29·2 (— 4)	25·4 (—14)
Total Non-Sterling	743·9 (+ 0)	770·6 (+ 2)	776·6 (+ 6)
Seasonally adjusted	*752*	*772*	*781*
Sterling Area:			
Australia	45·7 (— 6)	45·9 (+ 3)	58·1 (+34)
Seasonally adjusted	*44*	*45*	*63*
New Zealand	56·1 (+ 3)	44·0 (+ 4)	34·5 (— 4)
Seasonally adjusted	*45*	*41*	*40*
India	39·5 (+ 6)	29·9 (+ 8)	30·5 (— 1)
Seasonally adjusted	*36*	*35*	*34*
Pakistan	9·8 (+23)	6·2 (— 7)	4·3 (—24)
Ceylon	10·3 (+ 6)	10·2 (— 3)	11·2 (—10)
Hong Kong	15·3 (+29)	17·4 (+25)	17·1 (+11)
Malaya and Singapore	11·7 (—12)	9·4 (—15)	10·5 (+ 4)
Ghana	3·1 (—56)	7·1 (+ 5)	5·0 (+13)
Nigeria	18·1 (—18)	22·6 (+14)	18·9 (+19)
Rhodesia and Nyasaland	17·5 (—11)	20·7 (— 9)	32·5 (+ 3)
Kenya	5·1 (+37)	5·8 (+25)	3·8 (+ 9)
Jamaica	7·8 (+53)	9·6 (+60)	10·3 (+130)
Trinidad and Tobago	9·9 (+22)	12·0 (+38)	9·0 (+26)
Irish Republic	33·4 (— 4)	36·7 (+14)	43·2 (+19)
South Africa	26·3 (+ 7)	35·7 (+ 9)	29·8 (+19)
Middle East	58·1 (+16)	65·0 (+44)	59·3 (— 7)
Other	32·3 (+23)	43·6 (+22)	47·5 (+60)
Total Sterling Area	400·1 (+ 4)	422·0 (+14)	425·6 (+13)
Seasonally adjusted	*379*	*412*	*449*
Total all countries	1,144·0 (+ 2)	1,192·5 (+ 6)	1,202·1 (+ 9)
Seasonally adjusted	*1,125*	*1,186*	*1,237*

Government surplus sales by auction

AIR MINISTRY

1963	Stores	Location	Auctioneers
Nov. 20	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).
Nov. 27	Miscellaneous stores and equipment	Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).
Nov. 28-29	Huts and buildings	Royal Air Force Station, Bridgnorth, Shropshire.	Nock, Deighton & Son, 52 Whitburn Street, Bridgnorth, Shropshire. (Tel.: 2203-4).
Dec. 19	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel.: Carlisle 26292).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell cost 1s. 0d. each (*postal orders only*), all other catalogues free.

WAR OFFICE

1963	Store	Location	Auctioneer
Nov. 5-6	Machine tools and miscellaneous stores	W.D. Storage Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell (Dept. L) 10. Lloyds Avenue, London, E.C.3. (Tel.: Royal 4861).
Nov. 12	Machine tools and miscellaneous stores	Various W.D. Depots (*Sale at Cheetham Town Hall, Manchester, 8*)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester, 3. (Tel.: Deansgate 3176)
Nov. 14	Canvas, plant, engineering and carpentry tools and miscellaneous stores including:	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel.: 54025).

Marquee and tent sections; canvas sheeting; Trewella winches; blocks and tackle; wire and rope cables; hydraulic and screw jacks; Dennis trailer fire pumps; Mercury motor warehouse trucks; wooden fork lift pallets; fire fighting equipment. Engineering and carpentry tools including gauges, callipers, socket spanners, drills, wrenches, saws, bench vices. Nuts, bolts, nails and screws. Tool chests; extending ladders; office and other furniture. 386 bicycles, etc.

Nov. 21-22	Electrical, engineering and miscellaneous stores.	Technical Stores, Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).
Nov. 28	Vehicles, M.T. spares, watches and miscellaneous stores.	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*postal orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1963	Description of Goods	Location	Auctioneers
Nov. 5	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel. Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 25, 1963.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
Look at Life Series 19: *A Pinch of Salt:*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28886	10	October 21
Echo of Diana	Butcher's Film Productions Ltd.	Butcher's Film Productions Ltd.	Br/E 28887	61	October 21
Blaze of Glory	Ranworth Film Services Ltd.	Argo Film Productions	Br/E 28891	57	October 22
Two Left Feet	British Lion Films Ltd.	Roy Baker Productions Ltd.	Br/E 28892	94	October 22
London Theme	Eagle Films Ltd.	Shaw Film Productions Ltd.	Br/E 28894	22	October 25
Return Safari	" "	" "	Br/E 28895	33	October 25
The World Ten Times Over	Warner-Pathe Distributors Ltd.	Cyclops Film Productions Ltd.	Br/E 28896	93	October 25
Movietone News 1793A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28523	7	October 25
Movietone News, 1794.	" "	" "	Br/E 28524	7	October 25
Pathe News 63-85	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28576	10	October 25
Pathe News 63-86	" "	" "	Br/E 28577	7	October 25
	FOREIGN				
Riffi in Tokyo	Metro-Goldwyn-Mayer Pictures Limited	C.I.P.R.A. (Compagnie Internationale de Productions et de Realisations Artistiques)	F 28883	90	October 21
A Ticklish Affair	" " "	Euterpe Inc.	F 28884	88	October 21
Beach Party	Warner-Pathe Distributors Ltd.	American International Pictures Inc.	F 28885	96	October 21
Zorro and the Three Musketeers	Ranworth Film Services Ltd.	Jonia Film	F 28889	99	October 22
Invasion of the Normans	Compton-Cameo Films Ltd.	Galatea, S.P.A.	F 28890	86	October 22
Black Zoo	Warner-Pathe Distributors Ltd.	Allied Artists Picture Corpn.	F 28893	88	October 23

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(unless previously sold)

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AUCTIONEERS
LEOPOLD FARMER & SONS,
46 Gresham Street, London, E.C.2
Tel: MON 3422 (10 lines). Telegrams:" SITES", LONDON

SOLICITORS
BRABY & WALLER,
2-3 Hind Court, Fleet Street, London, E.C.4
Tel: LUD 8511

SALE BY TENDER

THE COMMISSIONERS OF CUSTOMS AND EXCISE are prepared to receive tenders for the purchase of tobacco refuse of the following descriptions which may now or at any time prior to January 1, 1965, be in the Queen's Warehouses at London, Liverpool, Newcastle, Bristol and Belfast, and may be at the disposal of the Commissioners:

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COARSE TOBACCO REFUSE (including Shorts)
at Belfast only

Tenders, on a monthly basis stating the months in which delivery will be required, must be submitted by November 23, 1963.

Applications for Tender Forms should be made to the Secretary, Section 7, Secretaries' Office, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

HINTS TO BUSINESSMEN

THE 'Hints to Businessmen' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Directories and Notices Section, Board of Trade, Horse Guards Avenue, London, S.W.1. Trafalgar 8855, Ext. 2928, or to any Regional Office of the Board.

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Exhibitions and Fairs

Ceylon industrial exhibition, 1964

THE CEYLON Industrial Exhibition will be held at Colombo from December 1 to 31, 1964. The Board of Trade will erect and manage a 'British Machinery Pavilion' at this exhibition, provided that there is sufficient support from the suppliers of machinery.

The exhibition authorities in Colombo have listed the following categories of machinery as being of value and interest to Ceylon:

Woodworking and shaping machinery; Textile machinery; Metal working machinery (including metal sampling machines); Concrete and earthern hollow-block making machines; Machinery for producing office furniture; Rubber goods machinery; Machinery for producing safety matches; Agricultural machinery; Construction equipment; Machinery for the manufacture of toilet and household goods (soaps and powders); Machinery for the manufacture of plastics (including extrusion machinery); Fishing net machinery; Food processing and packaging equipment; General workshop machinery (including packing and materials handling equipment).

Details of the Amendments and Additions to the Classified Lists of Trade Fairs and Exhibitions are to be found on page 977.

Machinery brought into Ceylon for the exhibition will not be subject to the normal import licensing and exchange control procedure; and the authorities have stated that the proceeds of any sales of machinery, at or after the fair, will be allowed to be taken out of Ceylon.

In these circumstances the Board of Trade, instead of its normal practice of renting out space to exhibitors within a pavilion, will try to create a combined exhibit of British machinery on the following lines. Any firms interested will be asked to transport to the exhibition, at their own expense, such machines as they wish to exhibit. The Board of Trade will then take charge of them and exhibit them as part of the combined display, *at no further cost to the exhibiting firms* (except for insurance cover). But machines remaining unsold after the exhibition would have to be transported back (that is, out of the exhibition grounds and out of Ceylon) at the expense of the exhibiting firms.

Any firms interested in this offer should communicate *without delay* with Export Publicity and Fairs Branch (Ceylon Exhibition; Room 3106), Board of Trade, Horse Guards Avenue, London, S.W.1. The Branch will be happy to supply further information and to discuss details; but the decision on whether to go ahead with this project, which will depend on the number of machinery manufacturers wishing to support it, must be made by the end of November, 1963.

British display in Peru

THE BOARD OF TRADE have provided a pavilion and organized a display of British consumer and capital goods at the Third Pacific International Trade Fair, in Lima, Peru, which opened on October 26. The Fair closes on November 10. Over 30 British firms, exhibiting either directly or through their agents in the British Pavilion, feature products ranging from marine diesel engines to pneumatic tools and kitchen equipment. One exhibit illustrates the role of two British firms in the construction of Peru's Mantaro River hydro-electric project.

The Pavilion covers an area of 13,600 square feet and has been supplied on behalf of the Board of Trade by Taylor Woodrow (Building Exports) Ltd., of London. The Pavilion's interior design is by the Central Office of Information.

Design from Northern Ireland

A SPECIAL display of products from Northern Ireland will be on show at The Design Centre, 28 Haymarket, London, S.W.1 from 4.30 November 30. The exhibits, selected from the Council of Industrial Design's Index and from the crafts of Nothern Ireland, include household textiles, carpets and rugs, pottery, hardware, furnishing textiles, basketware, toys and clothing. The manufacture of aircraft, computers and man-made textiles, and the long-established industry of shipbuilding, will be shown in photographic form, creating a background for the smaller goods and reminding visitors of the industrial potential of Northern Ireland.

Farm machinery at the Dairy Show

THE ROYAL Dairy Show, held at Olympia from October 22 to 25, presented Phase 2 of a three-year programme of change decided upon last year by the organizers, The Royal Association of British Dairy Farmers. This year's theme was 'Britain's Dairying Triumph, the Success Story of a £600 million Industry'.

The show included machinery essential to the dairy farmer in what was claimed to have been the biggest educational display of this kind ever to have been staged in Great Britain. However, the factory-scaled milk processing plant representing the industrial side of dairying which has been a prominent feature of previous Dairy Shows was absent this year: the Dairy Engineers' Association now hold their own exhibitions.

U.S. food and agriculture exhibition, Amsterdam

The United States Food and Agriculture Exhibition to be held in Amsterdam from November 7-24, will be the largest display of American foods ever presented to importers, wholesalers and retailers in Europe. It will be opened by the U.S. Vice-President Lyndon B. Johnson.

An International Food and Agriculture Symposium will be held from November 11-15. Government leaders and senior representatives of agriculture, business, the food trade and consumer organizations from 15 European countries and the United States are to have discussions on a variety of matters concerning international trade, agricultural and food technology, marketing and distribution of agricultural commodities and food products.

Electronic components exhibition at U.S. Trade 'Center'

Leading American manufacturers in the field of electronics will display their latest products in an exhibition of advanced electronic components to be staged at the United States Trade 'Center', 57 St. James's Street, London, from November 26 to December 6. Exhibits will cover a wide range of precision components. The exhibition will be open daily (except Saturday and Sunday) from 10.0 a.m. to 5.0 p.m. The Advanced Electronic Components Exhibition is the latest in a series of trade shows featuring a variety of American products that have been staged by the United States Trade 'Center' since it opened more than two years ago. Orders can be placed with exhibitors. Some of the companies taking part will be seeking representatives in the United Kingdom.

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Scottish Council's Trade Exhibitions in London

THE SCOTTISH COUNCIL will hold the following exhibitions at their London trade display centre from now until the end of the year:

November 4	The North of Scotland Milk Marketing Board. Claymore House, 29 Ardconnel Terrace, Inverness . .	'Claymore' Orkney Cheese
November 11	Cumbernauld Development Corporation, Cumbernauld House, Cumbernauld, by Glasgow . .	Demonstrating the attractions of this New Town for 'incoming' industry.
November 18	Moffat Golf Company Ltd., St. Andrews, Fife . .	Golf clubs, clothing and accessories.
December 9 .	The Marketing Association for Scotland Ltd., 30 Stafford Street, Edinburgh, 3 .	Scottish souvenirs, gifts, etc.

UK display at Cologne babies' and children's fair

BRITAIN'S TRADE promotion drive expressed in terms of participation at International Trade Fairs in Germany continues unabated. At Cologne alone, since August 24, when the Men's Fashion Week opened, the Board of Trade has sponsored with encouraging degrees of success no less than four joint venture displays. The fourth in this series, the International Babies' and Children's Fair, took place from October 18 to October 20, during these three days, 7,400 trade visitors including 1,240 from 27 European and overseas countries registered attendance. There were 333 exhibitors. Of these, 125 were non-German representing 17 countries. The total attendance, according to the Fair authorities, showed an increase of 14 per cent over the previous exhibition in January 1962.

The organisation of the Fair was good and all branches of the trade were represented – perambulators and accessories, nursery furniture, bedding, clothing and hygienic wares, to mention some of the more important items. The participation of the perambulator manufacturers was not as representative of the industry as could have been wished, but the organisers of the Fair were of the opinion that next year's event would show a considerable improvement. Continental taste in perambulators was portrayed by colour, wheel-size – generally smaller than the British ones – and by a variety of body designs with or without wicker-work side panels. Folding prams-cum-carry cots are much in fashion since German families are taking to the roads in increasing numbers in the smaller types of cars. One German exhibitor had a Volkswagen on his stand to demonstrate the collapsibility and stowability of his prams. Beds and cots ranged from old-fashioned types with lace and gingham decorations to the modern ones in gay colours. Wood is still the preferred basic material.

The display of these and other indispensible requisites of the nursery and the home and of children's wear provided buyers with an ample choice and it was again noticeable that they were prepared to pay the higher prices commanded by top quality and luxury goods. German prices at all levels were said to be stable and at the final press conference spokesmen for the manufacturers and trade associations reported satisfactory business in all sections of the Fair. For foreign competitors in this market there was much to be studied and many useful conclusions to be drawn.

For the first time ever, 13 members of the British Nursery Goods Association took part in a foreign trade fair. They were, of course, sponsored by the Board of Trade, a fact which enabled even the less successful member firms to gain invaluable experience relatively cheaply and, one hopes, to try again. This particular group of exhibitors was showing a first-class line of cot mattresses with spring interiors and plastic covers gaily decorated with nursery patterns. Apart from the inevitable difficulties arising from higher tariffs and high transport costs due to the sheer bulk of their products, they discovered that the German market at least was not yet prepared to accept plastic covered mattresses. Nonetheless, they stated that they had received inquiries from other potential markets which when analysed and followed up might atone for the lack of German interest.

On the other side of the picture we had the majority of the British exhibitors who expressed themselves as satisfied or more than satisfied with results, whether they had come to explore the market and test reaction or whether, confident in the sales appeal of their products, they had come to seek agents and distributors. By and large they succeeded in their aims. Promising inquiries were received, sample orders were taken from Germany and other countries, distribution arrangements were made or were under discussion at the end of the Fair and a number of suitable agents had been contacted.

The Lord Mayor of Cologne and a young demonstrator of the 'Jolly Jumper,' a product featured by Cindico (Great Britain) Ltd., at the fair.

Among the more satisfied participants were: Lerner Bros. who took one German order running into four figures and took other orders from Norway, Switzerland, Holland and Italy, and Marmet (Sales) Ltd., who thought the outlook was very promising indeed and received orders from Germany, Luxembourg and Spain. Foremost among the successful exhibitors was Cindico (Great Britain) Ltd. They came hoping to find one agent or distributor and were literally inundated with requests from would-be agents from all over Europe for their 'Jolly Jumper', a device enabling handicapped babies and children as well as normal children to take exercise in safety. The Cologne Municipal Children's Home was presented with a number of the 'Jolly Jumpers' and inquiries have since been received for its supply to other official organisations. As a result of the Fair orders were taken which will account for at least 25,000 of the apparatus.

These are tangible results and they go far to show that the right product placed on the market at the right juncture will almost invariably meet with an immediate measure of success. This does not mean to say that good results in other guises were not achieved by the remaining exhibitors. Much of the effort they put into the fair will, to their own telling, be repaid in the long term. They were confident that of a number of orders awaiting confirmation a fair proportion would eventually be executed and that sample orders received from firms all over Europe would be followed by larger repeat orders. No less important in their view was the fact that the names of their products were now on the map and would stand the test of any competition.

The majority of the exhibitors were glad they came and a number of them will return. As one of them said, and others no doubt thought: 'You never know what you can do until you try and this Fair has been a most valuable experience in that it has shown where we excelled, where we fell short and in some cases that our prices plus duties simply put us out of the running'.

Inquiries about overseas trade fairs should be addressed to the Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
United Kingdom	*This issue*	*Feb. 7*
Outside Europe . .	*Oct. 4*	*Jan. 3*
Europe	*Sept. 6*	*Dec. 6*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on October 4 and September 6 respectively.

EUROPE

ADDITIONS:

PARIS: 3RD INTERNATIONAL EXHIBITION OF PLEASURE BOATING – January 9-19, 1964.

* Apply, Spodex, 149 rue St. Honore, Paris 1er.

BARI: 28TH INTERNATIONAL LEVANT FAIR – September 10-23, 1964.

* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARMA: 19TH INTERNATIONAL FOODSTUFFS AND PACKING FAIR – September 20-30, 1964.

* Apply, Italian Chamber of Commerce for Great Britan in London, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

OUTSIDE EUROPE

ADDITION:

WELLINGTON: NEW ZEALAND SECOND INTERNATIONAL TRADE FAIR – August 20-September 5, 1964.

Apply, The Secretary, Wellington Show Association Inc. P.O. Box 6141, Wellington, New Zealand.

Motor Show's impetus to the export programme

AT THE CLOSE of the Motor Show at Earls Court, London, on October 26, Mr. L. G. T. Farmer, president of the Society of Motor Manufacturers and Traders Ltd., said:

'This has been the Motor Show of all time and has more than justified the optimistic view I gave about it even before it opened. It confirms that in the design and style of our products we are now ahead of our competitors.'

Attendance figures at the show did not reach the record figure of some years ago but were 85,915 more than in 1962. Overseas visitors totalled 21,893. Orders for British cars were about £200 million, of which the bulk are for the export market.

Commenting on these statistics, Mr. Farmer said; 'It is the business which has been done at this year's Motor show which puts it right at the top. The export orders taken at the show cannot take account of the longer term benefits which contacts made at the show mean to our car manufacturers, nor does it reflect the considerable business done in accessories and components, and other motor equipment on display. The exhibition has put still greater impetus into the industry's mounting export programme.'

The following are some comments from some of the leading British exhibitors: *Mr. G. W. Harriman, chairman of British Motor Corporation*: 'This is the first Motor Show where we have been able really to test the popularity of sound British engineering, of which outstanding examples are front wheel drive and advanced special suspension.' He added that the great interest shown by the public on all B.M.C. stands had proved without doubt that diversity of models to meet specific demands of differing world territories and varying incomes was now proving one of the strong sources of the Corporation's success.

Mr. Brian Rootes, managing director of Rootes Ltd.: 'This has been a great Motor Show for the latest Rootes models, and the "Imp" in particular has been given an enthusiastic reception by distributors from many parts of the world. Home and overseas orders—excluding the "Imp" totalled £20 million.'

General concensus of opinion among Standard-Triumph International executives was that this had been 'the most successful show for years.' Within two days of the opening of the Exhibition—and the announcement of the new Triumph '2000' saloon—orders for the car from the home market had reached £8 million. Mr. Chris Andrews, president of Standard-Triumph Motor Co. Inc. of New York, arrived with orders for 26,000 'Spitfires', 'TR4s' and 'Heralds' for 1964—worth £22 millions. European distributors gave the '2000' a 'tremendous reception', with orders amounting to £2½ millions by the end of the Show.

Demand for Jaguar cars was said to have exceeded all expectations. The new 'S' type saloon was received with great acclaim, and is destined to enjoy a production life equal to that of its immensely successful counterpart, the 'Mark 2'. *Sir William Lyons, Jaguar chairman and managing director*, said: 'Our most important task now is to ensure that our world-wide network of distributors and dealers receive their cars in the right quantity, at the right place and at the right time.'

Ford of Britain reported new records on all fronts, with an unprecedented number of domestic inquiries, particularly for the new 'Consul Corsair'. Exports of Ford cars have already exceeded the total figures of any previous years.

Export orders for Vauxhall cars were worth well over £25 million. This figure comprised 27,500 of the new 'Viva', worth over £10 million and 23,000 of the 'Victor', 'Velox' and 'Cresta', worth over £13 million. *Mr. William Swallow, Vauxhall's chairman and managing director*, said orders for all models had been at a level unprecedented at any previous Motor Show.

A general view of the International Motor Show, Earls Court.

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Hong Kong Government Office, 54 Pall Mall, London, S.W.1.
The Chinese Manufacturers' Association, Li Po Chun Chambers, 13th Floor, Hong Kong.
Commerce & Industry Department, Fire Brigade Building, Hong Kong.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade in London and at the Board of Trade Regional Offices throughout the country.

Marketing award for export achievements

BRITAIN'S FIRST 'Marketing Award' has been made by the Institute of Marketing and Sales Management to Mr. D. G. Stokes, managing director of Leyland Motors Ltd. The award, which takes the form of a specially struck medal, is made for 'a notable achievement in ensuring and expanding markets for British industry and will be presented to Mr. Stokes at the Institute's annual dinner on November 6.

Government statement on the Robbins Report

THE BASIC assumpton of the Robbins Report that courses of higher education should be available for all those who are qualified by ability and attainment to pursue them and wish to do so, is accepted by H.M. Government in a statement from the Cabinet Office. Plans are being put in hand and resources will be provided accordingly.

EXPORT DRIVE

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Trade Fairs and Exhibitions in the United Kingdom

1963—Specialized

Agriculture, Dairy Industry and Fishing

LONDON: THE ROYAL SMITHFIELD SHOW – December 2-6.
* At Earls Court. Apply, The Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 4-6.
* At Olympia. Apply, 'Poultry World,' Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Building and Public Works

LONDON: THE BUILDING EXHIBITION – November 13-27.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Engineering, Machinery, Machine Tools

LONDON: 3RD ENGINEERING MATERIALS AND DESIGN EXHIBITION – November 11-16.
* At Earls Court, London. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Factory Equipment

LONDON: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – November 11-16.
* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Handicrafts, Hobbies

MANCHESTER: 'MANCHESTER EVENING NEWS' DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 5-16.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel. Deansgate 6363).

Hospital and Medical

LONDON: MEDICAL EXHIBITION – November 11-15.
* At Royal Horticultural Society's New Hall. Apply, The British and Colonial Druggist Ltd., 194-200 Bishopsgate, London, E.C.4. (Tel. Avenue 1444).

Sports, Camping

LONDON: 6TH BRITISH SPORTS TRADE FAIR – November 18-21.
* At Mount Royal Hotel, W.1. Apply, The Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, W.1. (Tel. Gerrard 7281).

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION – COLEX December 31-January 11.
* At Olympia. Apply, P. Moloney, Esq., Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

Textiles, Clothing and Accessories

LONDON: THE BRITISH WHOLESALE FASHION COLLECTION – Mid Oct./Nov.
* Apply A. T. Elvy, Esq., Apparel and Fashion Industry's Association and the British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

Transport

GLASGOW: SCOTTISH MOTOR EXHIBITION – November 8-16.
† At Kelvin Hall. Apply, Scottish Motor Trades Association Ltd., 3 Palmerston Place, Edinburgh 12. (Tel. Edinburgh/Caledonian 3643/4).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 5-7.
* At Olympia. Apply, 'Cage and Aviary Birds,' Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

1964—General

MANCHESTER: 'EVENING CHRONICLE' BRIGHTER HOMES EXHIBITION – March 3-21.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel. Deansgate 6363).

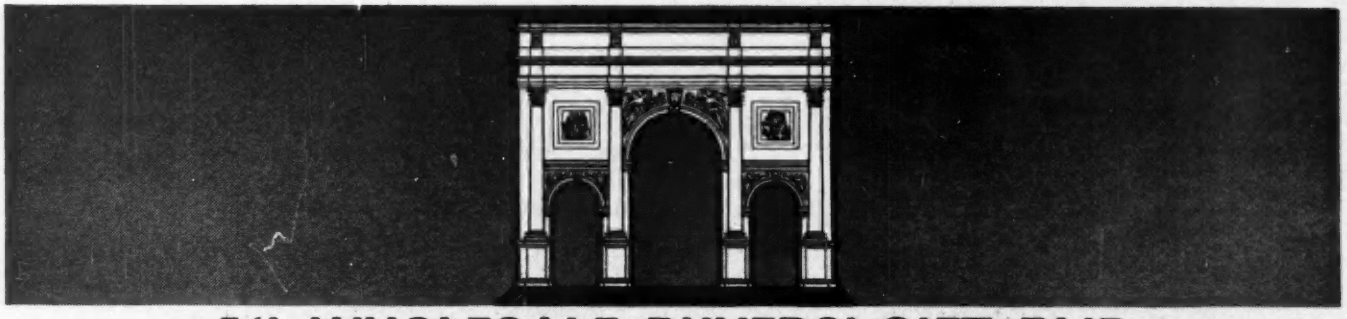
LONDON: 'DAILY MAIL' IDEAL HOME EXHIBITION – March 3-30.
* At Olympia. Apply, Associated Newspapers Ltd., Carmelite House, London, E.C.4. (Tel. Fleet Street 6000).

GLASGOW: ENTERPRISE SCOTLAND '64 – September 3-19.
At Kelvin Hall. Apply, Scottish Industries' Exhibition 1964, Exhibition Offices 2 Woodside Terrace, Glasgow, C.3. (Tel. Douglas 7566).

1964—Specialized

Advertising

LONDON: INTERNATIONAL ADVERTISING EXHIBITION – May 4-9.
† At Olympia. Apply, A. Barker Esq, Adex Ltd., 9-10 Old Bailey, London, E.C.4. (Tel. Central 4040).



5th WHOLESALE BUYERS' GIFT FAIR

Full information from:-

ORGANISING SECRETARY, TRADE PROMOTION SERVICES LTD., ST. DUNSTAN'S HOUSE, CAREY LANE, LONDON, E.C.2, MONARCH 8391

Agriculture, Dairy Industry and Fishing

GLASGOW: SCOTTISH DAIRY SHOW AND NATIONAL STALLION SHOW – February 11-15.
* At Kelvin Hall. Apply, Stewart Gilmour, Esq., C. A. Secretary, 82 Gordon Street, Glasgow, C.1.

BELFAST: 97TH ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 27-30.
* At Balmoral Showgrounds. Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast 9. (Tel. Belfast 665225).

SWINDON: BATH AND WEST AGRICULTURAL SHOW – June 3-6.
* Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierrepoint Street, Bath.

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 16-18.
* Apply, The Secretary, Three Counties Agricultural Society, Malvern, Worcestershire. (Tel. Malvern 2231).

NORWICH: ROYAL NORFOLK SHOW – July 1-2.
* At Royal Norfolk Showground. Apply, H. E. Jeffery, Esq., Royal Norfolk Agricultural Association, Diss, Norfolk.

STONELEIGH ABBEY (KENILWORTH): ROYAL SHOW – July 7-10.
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 14-16.
* At Permanent Showground Site. Apply, F. M. Baldwin Esq., M.B.E., B.Sc., Yorkshire Agricultural Society Cliftonfield, Shipton Road, York.

BUILTH WELLS: NATIONAL AGRICULTURAL SHOW – July 21-23.
* Apply, J. A. George Esq., Royal Welsh Agricultural Society, Queen's Road, Aberystwyth.

Amusements

LONDON: 20TH ANNUAL AMUSEMENT TRADES EXHIBITION – January 28-30.
* At New Royal Horticultural Hall, S.W.1. Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524).

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 10-25.
* At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts A.C.I.S. Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

Aviation

FARNBOROUGH: 24TH FLYING DISPLAY AND EXHIBITION – September 7-13.
At Royal Aircraft Establishment. Apply, The Society of British Aircraft Constructors, 29 King Street, London, S.W.1. (Tel. (Trafalgar 3231).

Boats

LONDON: INTERNATIONAL BOAT SHOW – January 1-11.
* At Earls Court. Apply, National Boat Shows Ltd., 44 Great Queen Street, London. W.C.2. (Tel. Holborn 7481).

BIRMINGHAM: BOAT AND HOLIDAY SHOW – February 25-March 7.
* At Bingley Hall. Apply, Birmingham Boats Ltd., 167 Garrison Lane, Small Heath, Birmingham 9 (Tel. Victoria (Birmingham) 3539).

Books

LONDON: WORLD BOOK FAIR – June 10-20.
At Earls Court. Apply, Industrial Presentation Ltd., The Tower, 229-243 Shepherd's Bush Road, London, W.6. (Tel. Riverside 3071).

Building and Public Works

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES' EXHIBITION AND CONGRESS – November 16-21.
† Apply, Municipal Agency Ltd., 3-4 Clements Inn, London, W.C.2. (Tel. Holborn 6817-6819).

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organisers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Chemicals

LONDON: SIXTEENTH TECHNICAL EXHIBITION – March 16-19.
* At Royal Horticultural Society's Old and New Halls, London S.W.1. Apply, Mr R. H. Hamblin, General Secretary, Oil and Colour Chemists' Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

Confectionery

LONDON: INTERNATIONAL CONFECTIONERY AND ALLIED TRADES EXHIBITION – May 25-29.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Display

LONDON: INTERNATIONAL DISPLAY MARKET WEEK 1964 – February 24-27.
* At St. Ermin's Hotel, Caxton Street, S.W.1. Apply, National Display Equipment Association, 2 Caxton Street, S.W.1. (Tel. Abbey 4813/4).

Electrical, Including Electronics

LONDON: 12TH ELECTRICAL ENGINEER'S EXHIBITION – March 18-25.
† At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel. Museum 3450).

LONDON: THE INTERNATIONAL AUDIO FESTIVAL AND FAIR – April 2-5.
* At Hotel Russell. W.1. Apply, C. Rex Hassan and Associates, 42 Manchester Street, London, W.1. (Tel. Hunter 2080).

LONDON: INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 25-30.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Engineering, Machinery, Machine Tools

LONDON: 3RD INTERNATIONAL PIPES, PIPELINES, PUMPS AND VALVES EXHIBITION AND CONVENTION – April 13-17.
† At Earls Court. Apply, H. J. Conroy, Esq., Scientific Surveys Limited, 97 Old Brompton Road, London, S.W.7. (Tel. Knightsbridge 9368).

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION (HEVAC) – April 15-24.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15.
† At Earls Court. Apply, 'Mechanical Handling', Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: 3RD INTERNATIONAL INDUSTRIAL FINISHES EXHIBITION – May 25-30.
* At Earls Court. Apply, H. J. Conroy, Esq., Scientific Surveys Ltd., 97 Old Brompton Road, London, S.W.7. (Tel. Knightsbridge 9360).

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 25-July 9.
At Olympia. Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

LONDON: INTERNATIONAL REFRIGERATION FAIR – September 7-11.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – October 5-9.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Floor Coverings

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR – February 24-28.
* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: THE INTERNATIONAL HOTEL AND CATERING EXHIBITION 'HOTELYMPIA' – January 21-30.
† At Olympia. Apply, The Hotel and Catering Exhibition (London) Ltd., Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: FIFTH DELICATESSEN EXHIBITION – March 2-6.
* At Royal Horticultoral Society's Old and New Halls. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 7-18.
* At Kelvin Hall. Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel. Deansgate 6363).

LONDON: THE LICENSED VICTUALLERS' TRADE FAIR – April 13-17.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

MANCHESTER: NORTH'S FOOD FAIR – 31ST GROCERS' EXHIBITION – April 21-May 2.
† At Belle Vue. Apply, Grocers and Allied Trade Exhibition, 391-393 Corn Exchange, Manchester, 4.

LONDON: SHOPSHOW – May 11-14.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: BRITAIN'S FOOD FAIR – September 1-16.
† At Olympia. Apply, J. Awdrey, Esq., The Food Manufacturers' Federation Inc., 10

(*Continued on next page*)

Mount Row, London, W.1. (Tel. Hyde Park 2933/5).

BLACKPOOL: NORTHERN CLUB TRADE FAIR – October 20-24.

† At Winter Gardens. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Furniture

LONDON: THE FURNITURE EXHIBITION – January 27-February 8.

* At Earls Court. Apply, B.F.M. Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

Gifts, Fancy Goods, Toys

HARROGATE: INTERNATIONAL TOY FAIR – January 11-17.

* Apply, G. Wilkinson, Esq., Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

BLACKPOOL: INTERNATIONAL GIFTS FAIR – February 3-6.

* Apply, P. W. Sweetser, Esq., Trade Promotion Services Ltd., Saint Dunstan's House, Carey Lane, London, E.C.2. (Tel. Monarch 8391-5).

BRIGHTON: 11TH BRITISH TOY FAIR – February 9-13.

* Apply, J. A. Glanfield Esq., British Toy Fair (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel. Chancery 9158).

Handicrafts, Hobbies

LONDON: 12TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 11-26.

* At Olympia. Apply, A. J. Kreps Esq., Link House Publications Ltd., Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – April 27-May 1.

* At Olympia. Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2.

Hospital and Medical

LONDON: THE BRITISH DENTAL TRADE EXHIBITION 1964 – October 26-30.

At Alexandra Palace, N.22. Apply, The Association of British Dental Traders, 14 Clifford Street, London, W.1. (Tel: Hyde Park 0844).

Leather, Leather Goods and Footwear

BLACKPOOL: 6TH SLIPPER FAIR – January 20-23.

* At the Imperial Hotel. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

LONDON: THE LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February 10-14.

* At the Mount Royal Hotel, W.1. Apply, The Secretary, The Leathergoods, Luggage and Handbag Fair, 23/5 Eastcastle Street, London, W.1. (Tel. Museum 7524).

HARROGATE: 'AUTUMN SHOES' EXHIBITION – April 13-16.

* Apply, British Footwear Manufacturers' Federation, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 29-June 3.

* At Washington Hotel, Curzon Street, W.1. Apply, Mr. R. G. Bowey, 6 Pembroke House, Upperton Road, Eastbourne, Sussex.

LONDON: SECOND INTERNATIONAL LEATHER FAIR – May 29-June 3.

* At Alexandra Palace, N.22. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

Office Equipment and Business Efficiency

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – April 20-25.

* At City Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 6-14.

* At Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

Packaging

LONDON: FOOD PACKAGING & PROCESSING EXHIBITION – Foodpak '64. October 13-16.

† At Alexandra Palace, N.22. Apply, BPS Exhibitions Ltd., 6 London Street, W.2. (Tel. Paddington 6672).

Philately

LONDON: STAMPEX 1964, NATIONAL STAMP EXHIBITION – March 13-21.

* Apply, The Philatelic Traders' Society Limited, 2 Clement's Inn, London, W.C.2. (Tel. Chancery 3764).

Production

LONDON: RESEARCH-DEVELOPMENT-PRODUCTION EXHIBITION – May 4-9.

† At Olympia. Apply, Andry Montgomery Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Radio and Television

LONDON: NATIONAL RADIO AND TELEVISION EXHIBITION – August 26-September 5.

* At Earls Court. Apply, Radio Industry Exhibitions Ltd., 59 Russell Square, London, W.C.1. (Tel. Museum 6901).

Scientific Instruments

LONDON: 48TH ANNUAL EXHIBITION OF SCIENTIFIC INSTRUMENTS AND APPARATUS – January 6-9.

* At Royal Horticultural Halls, Westminster, S.W.1. Apply, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, S.W.1. (Tel. Belgravia 6111).

Stationery

LONDON: 10TH STATIONERY TRADE FAIR – March 9-13.

* At Alexandra Palace, N.22. Apply, The Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

Textiles, Clothing and Accessories

BRIGHTON: SMALLWARES TRADE FAIR – February 24-27.

* At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, Fleet Street, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – February 24-28.

* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – April 10-15.

† At Olympia. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: MAKERS-UP FABRIC ASSEMBLY – April 27-May 1.

* At Mount Royal Hotel, W.1. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 3172-2985).

LONDON: JUNIOR FASHION FAIR – April 27-30.

* At New Horticultural Hall, Vincent Square, S.W.1. Apply, National Children's Wear Association, 40/42, Oxford Street, London, W.1. (Tel. Museum 1833/4).

Transport

LONDON: 22ND INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 25-October 3.

† At Earls Court. Apply Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL CYCLE & MOTOR CYCLE SHOW – November 14-21.

† At Earls Court. Apply, British Cycle & Motor Cycle Industries Association, Starley House, Eaton Road, Coventry. (Tel. Coventry 27427-8-9).

1965—Specialized

Engineering, Machinery, Machine Tools

LONDON: MINING MACHINERY EXHIBITION – July 8-17.

At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Holborn 2371-2).

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT & MEDICAL SERVICES EXHIBITION – May 31-June 4.

† Apply, Contemporary Exhibitions Ltd., Walmer House, 288, Regent Street, London, W.1. (Tel. Museum 5153/5).

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-19.

† At Olympia. Apply, British Organisers Ltd., 52 Grafton Way, London, W.1. (Tel. Euston 7930).

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION – (INTERPLAS) June 16-26.

† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

£170,000 Diesel engines order from Austria

Dipl. Ing. H. Schwinner, a director of Epple Buxbaum Werke, of Wels, is seen handling an order for £170,000 worth of diesel engines to Mr. Richard Perkins, the Perkins Group's assistant managing director, at the Group's stand at the British Industrial Fair at Zurich. Delivery of the engines will start immediately for installation in combines to be used during the 1964 harvest season. The Austrian firm has fitted Perkins' diesels in its self-propelled combines for several years.

Overseas Trade and Exports

New export drive launched

BY JOHN M. LEAHY, CONTRACTS AND EXPORT MANAGER, REMPLOY LTD.

A DRIVE TO STEP up its exports to £250,000 a year within three years is being launched by Remploy Ltd., the national organization for the employment of the severely disabled. Remploy is the only industrial organization of its kind in the world. Government-sponsored, the company exists for the sole purpose of providing productive work for men and women too severely disabled to work in normal industry.

The word 'Government-sponsored' does not mean that Remploy is subsidized to the extent of unfair competition with firms in this country and abroad. The subsidy, which is in fact payment of operational losses is given to counteract the low productivity of the severely disabled workers and other factors, e.g. the siting of factories in areas of high unemployment, which militate against commercial success. When pricing their goods Remploy calculate what would be a fair competitive figure if they were operating with normal labour and without a subsidy. This applies generally and under the sponsorship scheme.

Established in 1945 the company now employs 6,500 disabled men and women in 90 factories which have been built in areas where the needs of the severely disabled have been the greatest. Its sales in the last financial year reached almost £6 million.

Special appeal

To achieve its new export target Remploy will be relying on the steady annual increase in business which has been forthcoming in recent years, and the fact that there will be more items among its wide range of products with special appeal to overseas markets. Greater attention is now being paid at the design stage to the requirements of the export market. There are new items of domestic appliances and domestic furniture on the way which are expected to make a big impact overseas. With an eye chiefly on the export market, and Europe in particular, more furniture is being designed to be sold in 'knock-down' form. Remploy has researched the market for 'knock-down' furniture in Europe, and is hoping that such items will provide them with their first foothold on the continent.

But it is not only in its regular export lines that Remploy will be looking for increasing business. Other product groups of the company are beginning to come more into the export picture, and the Knitwear Group, for example, is expected to have considerable overseas success with its new range of Bri-nylon knitwear.

Home workers

The Homework Group in which the disabled unable to travel to a factory work in their homes even makes its contribution. The home-bound workers in three areas are now engaged in the making-up of packaging decorations for an overseas company.

Remploy has been exporting with varying degrees of success for several years. Initially the company made quick in-roads into the overseas markets and in 1954 its annual export sales had reached £80,000. Then demand fell away until 1958, since when sales have been climbing steadily.

Overseas agents and representatives already operate in the company's leading markets and about three or four appointments in new markets are made every year.

Remploy's strongest export products are its bedding and interior sprung mattresses which are now accounting for 50 per cent of the total. Domestic furniture claims another 25 per cent, and the remainder is divided chiefly among kitchen furniture, leather and travel goods, domestic electrical appliances, and industrial clothing in that order.

The Middle East takes about a third of Remploy's exports. The other leading markets are Singapore and Indonesia, the East Indies, the Netherlands Antilles, Hong Kong, Australia and New Zealand, the Bahamas and West Indies, and South Africa.

In the home market, it is an important point of policy that sentimentality is not used to promote sales. The fact that Remploy's products are made by the disabled is never stated in the company's advertising, and point-of-sale material. The same policy is, of course, followed overseas.

Quality and price

Remploy doesn't mind in the least that people know the goods are made by the disabled. They want to sell their goods on their merits, and not because they have been made by the disabled. They simply offer their goods on quality, price, workmanship and delivery – like any other manufacturer, and they calculate their prices as if their workers were not severely disabled and received no Government grant.

The exporting of products they have manufactured is not the whole of Remploy's contribution to Britain's exports. Two other activities of the company play valuable parts. The Packaging Division offers British industry a specialized packaging service for overseas markets, and under the Sponsorship Scheme work is done by Remploy workers on the export products of several well-known British companies.

The success of Remploy's export packaging service can be judged from the fact that the main factory engaged on this work at Park Royal, London, has doubled its business and the number of its disabled employees within the last four years. The value of the goods packaged for export at the factory each year is estimated at £1¼ million. The other six packaging factories of Remploy are

(Continued at foot of next page)

Assembling Toridaire fan heaters in the new factory of Remploy Ltd., at Holloway, London.

The trade flow of London river

BY A SPECIAL CORRESPONDENT

To visit the Port of London – a world that few Londoners know – is to feel the unemotional facts of the monthly Trade and Navigation Accounts spring into new life from the closely-printed page. Those accounts, which regularly and faithfully analyse United Kingdom overseas trade into commodities and countries, are currently running at £316 million for exports and £387 million for imports*. About one-third of that massive trafficking is carried by the 4,000 or so ships that pass in and out of London river each month.

Dockland begins with glimpses of distant spinneys of cranes or of the white towers of Hawksmoor's two great churches of St. George's-in-the-East and St. Anne's, Limehouse, which have watched over the riverside approaches for upwards of two centuries. Processions of wharves – Sufferance, Express, Lollar, Maydon; historic little pubs whose memories warm the hearts of seafarers the world over; a knot of dark-skinned men with flashing teeth and curiously thin clothing – these are still the sights of dockland as one slides with the stream of traffic through the world of Conrad and Tomlinson to a point where inevitably there is an entrance gate and, not less inevitably, a guardian policeman.

Then across a yard and through a shed. It might be merely the entrance to a factory warehouse. But beyond the doors at the further side looms the impending bulk of one of the 4,000 ships with tall derricks weaving above her hold the unending arabesques that make up the pattern of export and import.

Here, neatly stacked in every shape of tall and flat, round and square, is the visible content of the T and N Accounts in long vistas of sacks and boxes, drums and cartons, barrels and crates. A random glance reveals tinplate for Benghazi, red and yellow painted farm machinery for Denmark, oil equipment for Libya, tissues for Nicosia as well as motor-cycles, soap pads, tyres, custard powders, even birdcages. And, as an ever-present reminder that trade is a two-way traffic, one notes the four-square piles of imports – slatted lengths of plywood from Israel, oranges from South Africa, dried fruit from the Middle East in time for Christmas trade, cans of citrus pectin from Denmark and a variety of other foodstuffs ranging from grapefruit sectors to onion powder.

These are the known quantities; but there is plenty of scope also for the speculative mind. On what page of T and N accounts would one look for that large package, meshed in wire and stuffed with shavings, consigned to Malta? What was the secret of that enormous crate – as big as a small garage – newly arrived from Istanbul? ('Probably someone's household effects,' an official hazarded unromantically of the latter.)

The two vessels berthed in this section of Millwall Docks, with lighters lying alongside, were the *Aaro*, red and black funnel, unloading from Scandinavia, and the *Ratzeburg*, blue funnel, loading for the Mediterranean. Although only a fraction of London's gigantic dock system, this corner somehow typified the changing face of the port. For to the old miracle of the land-locked monsters is now added the newer miracle of increasing mechanization. In the huge standard sheds which are now being built throughout the port, fork-lift trucks zoom swiftly along aisles free of obstructive internal supports, mobile cranes sweep their beams overhead with the precision of a conductor's baton, 20-foot high aluminium doors slide into position at the touch of a hand.

Over at the Royal Victoria Docks was berthed one of the new 'American Challenger' class with water ripples reflected on the high sheer bows and, at 11,000 tons and 24 knots, probably the fastest freighter afloat. In No. 4 shed was homely evidence of two-way trade with North America – cases of black cherry soft drinks from Canada, mustard for a million pots, someone's personal gear by fast service from the United States to Kensington, a crate of Christmas crackers destined for Washington, D.C.

Elsewhere in the docks one had seen handling instructions in five languages, but in this shed everything appeared to be stencilled in bold English capitals: 'DO NOT DROP,' 'KEEP DRY,' 'HEAVY THIS END,' 'STORE UNDER COVER,' and, of course, 'MADE IN BRITAIN.'

From the roof one could look out over an immense world of ships, yet all within three or four miles of the City as could be judged from the not-distant dome of St. Paul's glimmering through the late autumn haze. One picked out a sequence of romantic names: *Egyptian Prince, Ursa Riebeeck Castle, Offin River* . . . .

Later, as our launch glided down the Royal Docks between the lordly lines of shipping, the Trade and Navigation Accounts again came vividly to mind. Commonwealth Trade? Here was *Rhodesian Star*, a blue star on the black and white bands of her red funnel; *Uganda*, black with white bands, for East African freight; *Ceramic* for New Zealand with the 'ready to sail' flag flying at her masthead; *Jamaica Planter*, a banana ship, gay in blue and white stripes; *State of Rajasthan*, loading for India; *Ionic*, for Australia; and a score of others ranging from the yellow-funnelled *Remuera*, to the *Cumberland*, showing her house livery of dark red and black. Foreign trade was no less impressive; the 20,000-ton *Amazon* with meat, fruit and passengers from South America; *Cathay*, trafficking, as her name suggested, with the Far East; a Norwegian ship with a cargo of paper pulp.

From the colourful language of funnels, one turned to the not less attractive, if not less esoteric, code of signals: everywhere the red ensign, with now and then the Blue Peter, the yellow flag of quarantine, a red for oil and explosives.

Even the smaller craft held a measure of fascination. As we churned into the wider reaches down river, a smudge on the North bank resolved itself into a long low collier discharging coal from the North-East for a power station; six identical tugs, lashed together and awaiting orders, appeared to be under the command of a seventh which stood off from the main group like a lance-corporal.

As we swung below the giant pylons spanning the river from West Thurrock, it now seemed a far cry to the City. Yet there was a sense of continuity also. The same tide that streamed away from our bows was lifting the pleasure boats at Kew; just as the tall offices standing back and peering down from beyond the Pool were doubtless directing the fortunes of much of the shipping now in the river.

A different kind of control was shown to the visitor in the Thames Navigation Services operating room at Gravesend where an illuminated chart plots all stationary craft along the entire course and detailed intelligence reports of weather and shipping movements are issued by radio every half-hour.

Across the river at Tilbury, work was going ahead on the first section of a new dock project that will provide deep sea berths and provision for roll-on, roll-off traffic. It could be regarded as a counterpart to Europort. It's name? 'Well, what about Angloport?' an official suggested.

As one returned up-river, perhaps still groping for the symbol

*See page 966 for September figures.

REMPLOY continued

strategically placed throughout Britain near centres of industry and ports.

Remploy will collect the goods from British exporters; give them the necessary preservative treatment for their journey and storage at their destination; design and make the packaging unit; pack the goods, and deliver them to the docks. At Park Royal the company is equipped to apply any modern method of preservation except cocooning. This work is not suitable for disabled employees.

Industrial firms are currently keeping the factory busy on the packaging of laboratory equipment, spray equipment, electrical transformers and rectifiers, compressors, household electrical goods, immersion heaters and leather goods. Park Royal obviously prefers to package on long-run contracts but many of the jobs they tackle are highly specialized individual operations.

Remploy makes its other contributions to the efforts of British exporters through its Sponsorship Scheme. Under this scheme the sponsoring firm equips a Remploy factory with machinery and provides the technical advice and raw material, and the Remploy workers make the goods. 'Sponsored' products going out from Remploy factories to export markets include electric regulators, fluorescent lamps, car fascia panels, and 'swatches' for the clothing trade.

that would link the fleets of quayside export cars with the lines of lonely barges, or the long grey and silver Scandinavian outward bounder with the sturdy little hurricane tug ploughing purposefully up river, one found it in the proud monolith of the Port of London Authority headquarters at the summit of Tower Hill. There one sensed the pulsing of the great organization whose dominion reaches 70 miles from the Thames Estuary to Teddington; covers 36 miles of quays, 2,380 acres of docks and 520 acres of warehousing and transit sheds; provides storage capacity for over half a million gallons of wine and 187,000 tons of grain; is completely ringed by a Customs fence and policed by its own force of 500; and can accommodate at any given time half a million tons of vastly varied exports and imports that range through the tables of the Trade and Navigation returns.

Twice a day the tides change; twice a day the country's commerce comes in on the flood, goes out with the ebb. It seems an appropriate period to this ever-changing story to be reminded that PLA, like the waters it controls, is never static: that £50 million has been spent since the war on building and adaptation, and that about half of the £20/£25 million programme of new berths embarked on two years ago is timed for completion by 1967. In the words of the legend on its coat of arms: *Floreat Imperii Portus.*

TRADE AND FINANCIAL ARRANGEMENTS

Iraq and Italy

TRADE AND ECONOMIC and Technical Co-operation Agreements between Iraq and Italy were signed in Baghdad on September 30.

Under the Trade Agreement Italy has agreed to allow imports from Iraq totalling I.D.3 million and Iraq has agreed to allow imports from Italy totalling I.D. 6·5 million. Among the goods to be exported by Iraq are dates, hides and skins, cotton, wool and oil seed. Among the goods to be exported by Italy are machine tools, engines, pumps and electrical machinery.

Under the Economic and Technical Co-operation Agreement Italy will extend credit for the supply of materials and services for industry, agriculture and communications. Italy is also to provide experts in all development fields, assist in setting up technical training centres and train Iraqis in Italy.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2528).

Senegal Republic and the USSR

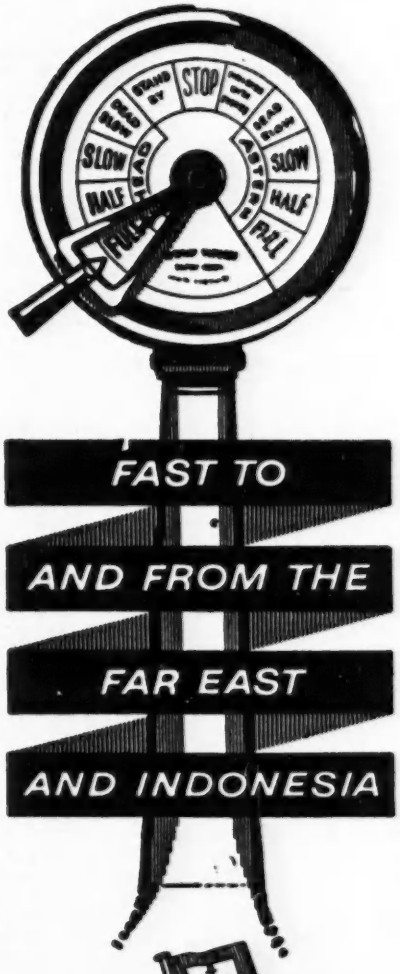
A TRADE AGREEMENT between the Senegal Republic and the USSR was signed in Moscow on June 14, 1963. Initially, its duration is one year. Annexed to the Agreement are provisional lists of goods to be exchanged between the two countries. No values are mentioned. The list of Soviet goods for export to Senegal includes: machine-tools; cars and lorries; tractors; agricultural, building and road-making equipment; consumer goods, instruments and apparatus, oil products, timber and paper. The list of goods for export from Senegal to the Soviet Union includes groundnuts and groundnut oil, fruit, fish, hides and skins and gum arabic.

The text of the Agreement, in French, is available at Commercial Relations and Exports Department of the Board of Trade, reference C.R.E. 6816/G.

Ceylon and the People's Republic of China

THE BOARD OF TRADE have been informed that a Rs 100 million trade protocol for 1964 has recently been signed between Ceylon and China under the Trade and Payments Agreement between the two countries. This Agreement was renewed for a further period of five years at the end of 1962 and protocols are signed annually specifying the goods to be exchanged. The latest protocol is believed to include the supply of a large quantity of rice from China in exchange for rubber from Ceylon.

BEN LINE



BEN LINE

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Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

ARGENTINA

Gas Recovery Plants for Gas del Estado. (Further Information.) Closing date postponed to November 20. E.S.B. 16508/63.*

AUSTRALIA

Air-conditioning Plant for Townsville Regional Electricity Board. November 13. E.S.B. 33331/63.*

Lightning Arresters for Cairns Regional Electricity Board. November 13. E.S.B. 33370/63.*

Sewerage Equipment for Metropolitan Water, Sewerage and Drainage Board, Sydney. November 12. E.S.B. 33334/63.*

Switchyard for the Southern Electric Authority of Queensland. February 5, 1964. E.S.B. 33336/63.

Electricity Commission of New South Wales:

Circuit Breakers and Transformers. December 9. E.S.B. 33335/63.*

Transformers. December 2. E.S.B. 33181/63.*

BRAZIL

Agricultural Tractors for Presidente da Commisao, Sudene. (Further Information.) Closing date postponed to November 20. E.S.B. 29398/63.*

BRITISH WESTERN CARIBBEAN

Atlantic Underwater Testing and Evaluation Centre for Bureau of Yards and Docks. Closing date not known. E.S.B. 33697/63.

BURMA

Stationery for Ministry of Defence. November 15. E.S.B. 33379/63.*

Civil Stores Committee:

Door Fittings. November 25. E.S.B. 33337/63.*

Translucent Roofing Sheets. November 26. E.S.B. 33622/63.*

Tower Bolts. November 21. E.S.B. 33609/63.*

Manhole Covers. November 27. E.S.B. 33610/63.*

Pipes and Fittings. November 27. E.S.B. 33611/63.*

Lead Pipes and Fittings. November 27. E.S.B. 33612/63.*

Vibratory Rollers. November 11. E.S.B. 33617/63.*

Cables; Cloth; Lead Meter Seals. November 11. E.S.B. 33618/63.*

Knitting Needles; Hosiery Needles and Accessories. November 25. E.S.B. 33650/63.*

Axes. November 18. E.S.B. 33161/63.*

Metals. November 11. E.S.B. 33387/63.*

Pincers. November 18. E.S.B. 33357/63.*

Pliers. November 18. E.S.B. 33163/63.*

Saws. November 18. E.S.B. 33160/63.*

Wardrobe Fittings. November 25. E.S.B 33604/63.*

Door Locks. November 21. E.S.B. 33374/63.*

Curtain Springs. November 25. E.S.B. 33375/63*

Bib Cocks. November 27. E.S.B. 33384/63.*

Pipe Fittings. November 27. E.S.B. 33385/63.*

Pipe Fittings. November 26. E.S.B. 33386/63.*

Lenses-Lamp November 11. E.S.B. 33388/63.*

Padlocks. November 25. E.S.B. 33602/63.*

Padlocks. November 25. E.S.B. 33603/63.*

Fitting a collet to the centre of a hairspring at the Bishop's Cleeve factory of British Precision Springs, one of the Smiths group of companies. In the year ended July, 1963 nearly 1½ million springs were exported from this factory, an increase of 200,000 over the previous year. The largest overseas customer is Czechoslovakia, followed by India, Australia and Brazil. Other markets include Finland, Denmark, Italy, Israel, Spain and even Switzerland.

Hammers and Heads. November 18. E.S.B. 33605/63.*

Asphalt. November 26. E.S.B. 33606/63.*

Pipe Fittings. November 26. E.S.B. 33607/63.*

Bushings. November 26. E.S.B. 33608/63.*

Workshop Equipment. November 18. E.S.B. 33162/63.*

Hand Drills. November 18. E.S.B. 33354/63.*

Hand Tools. November 18. E.S.B. 33356/63.*

Sash Pivots; Hasps and Staples. November 21. E.S.B. 33373/63.*

Casement Stay. November 20. E.S.B. 33353/63.*

Hand Tools. November 18. E.S.B. 33355/63.*

Pipe Fittings. November 19. E.S.B. 33339/63.*

Pipe Fittings. November 19. E.S.B. 33376/63.*

Pipe Fittings. November 19. E.S.B. 33377/63.*

Pipe Fittings. November 19. E.S.B. 33378/63.*

Chain and Links. November 12. E.S.B. 33338/63.*

Branches for Rain Water Pipes. November 20. E.S.B. 33350/63.*

Pipe Fittings. November 19. E.S.B. 33371/63.*

Door Handles; Hooks and Eyes. November 20. E.S.B. 33352/63.*

Hooks and Eyes. November 21. E.S.B. 33372/63.*

Grinding Stones and Wheels. November 12. E.S.B. 33159/63.*

Aluminium Door Handles and Tower Bolts. November 20. E.S.B. 33351/63.*

CANADA

Toronto Transit Commission:

Block Signal and Interlocking Equipment. (Further Information.) Tender documents now available. E.S.B. 32677/63.*

Subway Escalators. November 18. E.S.B. 32088/63.

CEYLON

Batteries for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 32659/63.*

Cranes; Mechanical Shovels for Colombo Port Commission. January 8, 1964. E.S.B. 32658/63.

Paints; Pipes and Fittings; Builders' Hardware for Gal Oya Development Board. (Further Information.) Tender documents now available. E.S.B. 32979/63.*

Ministry of Lands, Irrigation and Power:

Station Wagon. November 26. E.S.B. 33678/63.

Transmission Lines. (Further Information.) Tender documents now available. E.S.B. 32985/63.*

CHILE

Abattoir Equipment; Poultry Refrigeration Plant for Corporacion de Fomento de la Produccion. (Further Information.) Closing date postponed to December 4. E.S.B. 30203/63.*

Marine Engines and Equipment for La Direccion de la Empresa Maritima del Estado. (Further Information.) Closing date postponed to November 29. E.S.B. 30558/63.*

COLOMBIA

Power Transformers for the Bogota Electricity Company. December 5. E.S.B. 33153/63.

Transformers for Empresas Publicas de Medellin. Closing date not known. E.S.B. 33381/63.

Instituto Nacional de Fomento Municipal:

Copper Tubing. November 14. E.S.B. 33158/63.*

Water Pumps and Accessories. November 14. Tender documents (in Spanish) available. E.S.B. 33157/63.*

Diesel Electric Pump. November 12. Tender documents (in Spanish) available. E.S.B. 33155/63.*

Water Pumps. November 12. Tender documents (in Spanish) available. E.S.B. 33154/63.*

Water Pumps and Accessories. November 14. Tender documents (in Spanish) available. E.S.B. 33156/63.*

COSTA RICA

Telephone Cables for Instituto Costarricense de Electricidad. November 25. Tender documents (in Spanish) available for inspection. E.S.B. 33631/63.*

EGYPT

Plant for Manufacture of Plastic Sacks for General Organization for Executing the Five-year Plan. (Further Information.) Closing date postponed to December 28. E.S.B. 28401/63.

No. 7 of a series

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Egyptian Railways:
Signalling Machines. November 25. E.S.B. 33151/63.
Lifting Jacks. December 9. E.S.B. 33152/63.

ETHIOPIA

Solid Copper Wire for Electric Light and Power Authority. (Further Information.) Closing date should have read November 15. E.S.B. 30653/63.*

FORMOSA

Machine Tools for China Development Corporation. November 11. E.S.B. 33168/63.*

FRANCE

H.F. Receiving Bays for Supreme Headquarters, Allied Powers, Europe. December 2. E.S.B. 32945/63.*

GERMANY

Surgical Dressings for Beschaffungsstelle des Bundesministers des Innern. (Further Information.) Tender documents now available. E.S.B. 32914/63.*

GREECE

Distress Signals for the Ministry of National Defence. November 15. E.S.B. 32950/63.*
Refrigeration Machinery and Plant for Agricultural Co-operative Personnel, Pension and Relief Organization Funds. November 28. E.S.B. 33382/63.*
Ministry of Trade:
Seed Production Instruments. (Further Information.) Closing date postponed to November 12. E.S.B. 30918/63.*
Laboratory Instruments. (Further Information.) Closing date postponed to November 12. E.S.B. 30946/63.
Tarpaulins. November 12. E.S.B. 32948/63.*
Veterinary Laboratory Equipment. (Further Information.) Closing date postponed to November 12. E.S.B. 30950/63.*
Linoleum. November 11. E.S.B. 32947/63.*
Automatic Stamp Selling Machines. (Further Information.) Closing date now November 12. Tender repeated with amendments to specifications. E.S.B. 16541/63.*
Agricultural Instruments and Apparatus. November 11. E.S.B. 33333/63.*
Typewriters. November 15. E.S.B. 32137/63.*
Insecticides. November 14. E.S.B. 32972/63.*

HONG KONG

Steel Pipes and Specials for Hong Kong Government. November 22. E.S.B. 33189/63.*

ICELAND

Automatic Control Equipment; Measuring and Recording Instruments for Reykjavik Municipality Purchasing Department. January 4, 1964. E.S.B. 33341/63.*

INDIA

Conductors and Accessories for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 31458/63.*
Crawler Shovel for Public Works Department, Government of Kerala. November 26. E.S.B. 33313/63.*
Cranes for Andhra Pradesh Electricity Board. November 18. E.S.B. 33308/63.*
Dam Construction Project for Rana Pratap Sagar and Kota Dams. January 2, 1964. E.S.B. 33103/63.
Heating System for Department of Supplies and Disposals. November 29. E.S.B. 33182/63.*
Hydraulic Cranes for Talwara Township. January 20, 1964. E.S.B. 33659/63.*
Mobile Crane for Hindustan Cables Ltd. November 24. E.S.B. 33190/63.
Metering Equipment for U.P. State Electricity Board. December 15. E.S.B. 33102/63.
Projection and Flash Welding Machines for Heavy Electricals (India) Ltd. November 11. E.S.B. 33307/63.*
Refractory Plant, Machinery and Equipment for Joint Director of Industries and Commerce. (Further Information.) Closing date extended to November 14. E.S.B. 30777/63.*
Transmission Line Towers for Rajasthan State Electricity Board. (Further Information.) E.S.B. 31032/63.
Workshop Machinery for the Government of Kerala. November 14. E.S.B. 33312/63.*
Gujarat Electricity Board:
Electricity Meters. November 27. E.S.B. 33116/63.
Electricity Meters. November 18. E.S.B. 33115/63.
National Coal Development Corporation Ltd.:
Conveyor Feeders. December 2. E.S.B. 33105/63.*
Electrical Equipment. November 11. E.S.B. 33104/63.*
Koyna Hydro Electric Project:
Tractor and Trailer Units. (Further Information.) Tender documents now available. E.S.B. 30993/63.*
Transmission Lines. (Further Information.) Closing date postponed to December 2. E.S.B. 25668/63.
Madras State Electricity Board:
Metering Equipment. November 20. E.S.B. 33311/63.*
Crane. December 18. E.S.B. 33309/63.*
Lightning Arresters. November 18. E.S.B. 33310/63.*
Atomic Energy Establishment:
Cooling Tower. November 19. E.S.B. 33316/63.
Scales; Mirror Glass, etc. November 13. E.S.B. 33315/63.
Cooling Tower. November 18. E.S.B. 33317/63.
Diaphragm. November 15. E.S.B. 33318/63.
Induction Heater. November 12. E.S.B. 33319/63.
Fire Extinguishing System. (Further Information.) Tender documents now available. E.S.B. 32903/63.*
Projection Welder. (Further Information.) Closing date postponed to November 22. E.S.B. 29183/63.
Honing Machines. (Further Information.) Tender documents now available. E.S.B. 32902/63.*
Resistors. (Further Information.) Tender documents now available. E.S.B. 32636/63.*
Transistors. (Further Information.) Tender documents now available. E.S.B. 32637/63.*
Filter Press. (Further Information.) Tender documents now available. E.S.B. 32635/63.*

IRAN

Graphite Crucible Parts for Imperial Iranian Army. December 24. E.S.B. 33632/63.*
Iranian Tobacco Monopoly:
Electrical Network Accessories. December 29. E.S.B. 33186/63.*
Electrical Equipment. December 25. E.S.B. 33185/63.*
Electrical Equipment. December 28. E.S.B. 33183/63.*
Cables. December 27. E.S.B. 33184/63.*

IRAQ

Batteries for Iraqi Republican Railways. December 2. E.S.B. 33196/63.
Government Oil Refineries Administration:
Telephone Exchange. December 7. E.S.B. 33198/63.
Fork Lift Trucks. (Further Information.) Tender documents now available. E.S.B. 32670/63.*
Ministry of Defence:
Bicycle Spare Parts. November 17. E.S.B. 33306/63.*
Camouflage Nets. November 17. E.S.B. 33305/63.*
Sports Equipment; Sportswear. November 20. E.S.B. 33304/63.*
Waterproof Sheets. (Further Information.) Tender documents now available. E.S.B. 32642/63.*

ITALY

Photographic/Sensitive Materials for Allied Land Forces, Southern Europe. November 18. E.S.B. 33169/63.*

JORDAN

Mutton Cloth for Jordan Petroleum Refinery Co. Ltd. (Further Information.) Closing date is November 15. E.S.B. 32683/63.

KENYA

Street Lighting Lamps for City Council of Nairobi. November 25. E.S.B. 33400/63.*

KUWAIT

Hospital Furniture for Ministry of Public Health. November 30. E.S.B. 32998/63.
Ministry of Electricity and Water:
Paint. November 24. E.S.B. 33101/63.*
Wiring Accessories. November 20. E.S.B. 33000/63.*
Turbines and Governors. January 7, 1964. E.S.B. 32974/63.*
Garage Equipment. November 17. E.S.B. 32997/63.*
Welding Cables and Materials. November 27. E.S.B. 33666/63.*

LUXEMBOURG

Port Construction for Le Comité Technique de la Société du Port de Mertert. Closing date not known. E.S.B. 33191/63.

MALAYSIA

Duplicating Paper for Government Printing Department. November 27. E.S.B. 33660/63.*
Hydro-Electric Scheme for Batang Padang Hydro-Electric Scheme. (Further Information.) June 30, 1964. E.S.B. 5427/63.
Photographic Materials; Unbleached Calico for Survey Department. November 14. E.S.B. 33652/63.
Rectifiers for Singapore Telephone Board. November 14. E.S.B. 33340/63.

MEXICO

Vehicles; Radio Communication Equipment; Drilling Equipment; Laboratory Equipment; Road Making Machinery for Ministry of Public Works. (Prequalification Information.) November 20. Details and General Specifications (in Spanish) available for inspection. E.S.B. 33106/63.*

NEW ZEALAND

Cable for Auckland Electric Power Board. December 5. E.S.B. 33117/63.*
Fabric for Ministry of Works. November 27. E.S.B. 33613/63.*
New Zealand Railways:
Diesel Electric Locomotive. January 15, 1964. E.S.B. 32274/63.*
Railway Wagons. December 11. E.S.B. 32275/63.*
General Post Office:
Coil Winding Machine. November 22. E.S.B. 33187/63.*
Marine Radio Beacon Equipment. December 10. E.S.B. 33368/63.*
Telephone Cable. December 4. E.S.B. 33651/63.*

NORWAY

NATO Infrastructure Contract:
Low Frequency Cables for the Norwegian Authorities Apply by November 11. G.D. 876/62(68).

PAKISTAN

Directorate General Telegraph and Telephone:
Air-conditioning Equipment. November 25. E.S.B. 33194/63.
Transformers. November 19. E.S.B. 33118/63.
Directorate of Supply:
Laboratory Equipment; Weighing Machine; Centrifuge Machine. November 16. E.S.B. 33131/63.*
Chemicals. November 20. E.S.B. 33136/63.*
Thermofax Machines; Hospital Equipment. November 18. E.S.B. 33132/63.*
Drugs and Medicines. November 23. E.S.B. 33126/63.*
Laboratory Equipment. November 14. E.S.B. 33138/63.*
Office Machinery. November 12. E.S.B. 33133/63.*
Sanding Machine. November 16. E.S.B. 33129/63.*
X-Ray Equipment. November 13. E.S.B. 33123/63.*
Water Colour Paints. November 21. E.S.B. 33125/63.*
Printing Ink; Chemicals. November 14. E.S.B. 33124/63.*
Survey Equipment. November 13. E.S.B. 33145/63.*
Office Machinery. November 12. E.S.B. 33134/63.*
Tape Recorders and Tapes. November 12. E.S.B. 33146/63.*
Vehicle. November 11. E.S.B. 33137/63.*

PORTUGUESE EAST AFRICA

Construction of Institute Building for Institute of Scientific Research. November 18. E.S.B. 33673/63.
Ports, Railways and Transport Department:
Construction of Railway Station. January 7, 1964. E.S.B. 33672/63.
Electric Cranes. February 17, 1964. E.S.B. 33667/63.
Various Tools. November 18. E.S.B. 33669/63.
Tarpaulins. January 29, 1964. E.S.B. 33671/63.

PORTUGUESE WEST AFRICA

Iron Accessories for Water and Electricity Board. November 29. E.S.B. 33619/63.
Luanda Municipality:
Universal Milling Machine Unit. November 11. E.S.B. 33620/63.
Passenger Buses. November 18. E.S.B. 33621/63.

RHODESIA AND NYASALAND

Switchgear for City of Bulawayo. November 27. E.S.B. 33165/63.*

SOUTH AFRICA

South African Railways:
Steel Tubes. November 22. E.S.B. 33110/63.*
Roof Ventilators; Bus Drivers' Seats. November 22. E.S.B. 33113/63.*
Cape Provincial Administration:
Air Compressors. November 22. E.S.B. 33616/63.*
Air Compressors. November 22. E.S.B. 33615/63.*
Hand Tools. November 22. E.S.B. 33108/63.*
Machine Tools. November 19. E.S.B. 33109/63.*
Lathes. November 22. E.S.B. 33614/63.*
State Tender Board:
Alternator Sets. November 14. E.S.B. 33327/63.*
Crawler Tractors and Attachments. November 15. E.S.B. 33325/63.*
Excavators. November 14. E.S.B. 33347/63.*
Telephone Cables. November 12. E.S.B. 33348/63.*
Ring Follower Valves. November 14. E.S.B. 33326/63.*
Steel Servicing Gates. November 14. E.S.B. 33346/63.*

SOUTH VIETNAM

Société Financière pour le Développement de l'Industrie au Vietnam:
Tube-making Machinery. December 31. E.S.B. 33362/63.*
Steel Sheet and Tinplate Machinery. December 31. E.S.B. 33361/63.*

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Central Purchasing Authority:
Welding Materials. November 20. E.S.B. 33322/63.*
Tyres and Tubes. November 13. E.S.B. 33345/63.*
Surveying Equipment. November 20. E.S.B. 33323/63.*

SPAIN

Petrol-engined Saws for Ministerio de Obras Publicas. (Advance Information.) Closing date not known. E.S.B. 33342/63.
Raw Material for Paint Manufacture for Ministerio de Marina. Closing date not known. E.S.B. 33343/63.
TV Transmitter for Ministerio de Informacion y Turismo. November 11. E.S.B. 33358/63.

SUDAN

Lifts for Ministry of Works. November 30. E.S.B. 33364/63.*
Telephone Exchange and Battery Eliminator for Department of Posts and Telegraphs. November 28. E.S.B. 33200/63.*
Textile Fabrics for Department of Stores and Equipment. November 15. E.S.B. 33360/63.
Sudan Railways:
Air-conditioning Grills. December 5. E.S.B. 33303/63.
Centrifugal Pump Units. December 9. E.S.B. 33366/63.*
Soap. November 12. E.S.B. 33365/63.

SURINAM

Multiple Buildings/Construction Projects for Ministerie Van Openbare Werken en Verkeer. December 16. E.S.B. 33192/63.

SYRIA

Locomotives for Syrian Railways. (Further Information.) Closing date postponed to November 30. E.S.B. 30281/63.

THAILAND

Cotton Wool Blankets for the Directorate of Quartermaster. November 12. E.S.B. 33383/63.
Kraft Bitumen Paper for Thailand Tobacco Monopoly. November 12. E.S.B. 33173/63.
Rear Dump Trucks for the Organic Fertilizer Plant. November 15. E.S.B. 33624/63.
Transformers for Metropolitan Electricity Authority, Bangkok. (Further Information.) Tender documents now available. E.S.B. 32698/63/D.L.F.*
Aluminium Foil for Thailand Tobacco Monopoly. November 28. E.S.B. 33174/63.
Steel Towers and Transmission Lines for the Yanhee Electricity Authority. December 3. E.S.B. 33625/63.
The Pharmaceutical Service:
Acetyl Salicylic Acid. November 15. E.S.B. 33628/63.
Sulfaguanidine Powder. November 11. E.S.B. 33629/63.
State Railway of Thailand:
Asbestos Red Jointing. November 28. E.S.B. 33626/63.
Hoists. November 26. E.S.B. 32995/63.
Crystals. November 11. E.S.B. 32994/63.
Diesel Generating Set. December 9. E.S.B. 33170/63.
Auger Bits. November 27. E.S.B. 33171/63.
PVC Wire. November 21. E.S.B. 33627/63.

TRINIDAD AND TOBAGO

Khaki Drill for the Ministry of Health and Housing. November 16. E.S.B. 33398/63.

UNITED STATES OF AMERICA

Hydraulic Turbines for Bureau of Reclamation. November 26. E.S.B. 33199/63.*

URUGUAY

Construction Equipment; Vehicles for Ministry of Public Works. November 11. Tender documents (in Spanish) available. E.S.B. 21541/63.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Argentina
Development project for hotel, theatre and shopping centre. (E.S.B. 33150/63.)
Economic report, July-September, 1963. (C.R.E. 4850/61.)

Australia
Manufacture under licence – engineering products. (E.S.B. 33491/63.)
Market report on fork lift trucks. (E.S.B. 28300/63.)

Austria
Manufacture under licence – deodorant sticks. (E.S.B. 32853/63.)

Bahrain
Inquiry for fountains. (E.S.B. 32704/63.)

Benelux/Hungary
Trade Agreement (C.R.E. 7406/G.)

British Guiana
Economic report, July-September, 1963. (C.R.E. 5007/G.)

Canada
Agency inquiry for handbags. (E.S.B. 32565/63.)
Agency inquiry for footwear. (E.S.B. 32584/63.)
Agency inquiry for textiles. (E.S.B. 32506/63.)
Agency inquiry for asbestos packing. (E.S.B. 30472/63.)
Agency inquiry for men's clothing. (E.S.B. 32529/63.)
Agency inquiry for knitted outerwear for women. (E.S.B. 32591/63.)
Agency inquiry for clothing; haberdashery. (E.S.B. 33292/63.)
Agency inquiry for filtering sheets. (E.S.B. 32499/63.)
Inquiry for children's clothing. (E.S.B. 32592/63.)
Inquiry for knitwear; rainwear. (E.S.B. 32507/63.)
Manufacture under licence – industrial valves; pumps. (E.S.B. 34036/63.)
Manufacture under licence – engineering products; plastics products. (E.S.B. 26744/62.)

Colombia
Inquiry for machinery for mattress industry. (E.S.B. 32411/63.)

Cuba
Economic report, July-September, 1963. (C.R.E. 8748/G.)

Denmark
Agency inquiry for confectionery; foodstuffs; fruit juices. (E.S.B. 32864/63.)

Dominican Republic
Inquiry for brewery equipment; machinery and materials for soft drink industry. (E.S.B. 29510/63.)

Ethiopia
Inquiry for materials and equipment for manufacturing aluminium hollow-ware. (E.S.B. 29795/63.)

Finland
Agency inquiry for textiles. (E.S.B. 32585/63.)
Inquiry for bronze die castings. (E.S.B. 31657/63.)

France
Agency inquiry for knitwear. (E.S.B. 32792/63.)
Agency inquiry for veterinary products. (E.S.B. 32771/63.)
Agency inquiry for cement additives; adhesive tapes. (E.S.B. 32141/63.)
Agency inquiry for garden implements; hardware; plastic hoses; pipes and fittings. (E.S.B. 33265/63.)

Germany (Federal Republic of)
Agency inquiry for furnishing equipment. (E.S.B. 33028/63.)
Agency inquiry for yarns; textile waste. (E.S.B. 32749/63.)
Agency inquiry for household goods; electrical domestic appliances. (E.S.B. 33074/63.)
Agency inquiry for whisky. (E.S.B. 33015/63.)
Agency inquiry for foodstuffs. (E.S.B. 33016/63.)
Agency inquiry for shoes. (E.S.B. 32685/63.)
Agency inquiry for fishing tackle; sports equipment; smokers' requisites. (E.S.B. 33034/63.)
Agency inquiry for carpets; yarns. (E.S.B. 33073/63.)
Agency inquiry for confectionery. (E.S.B. 33029/63.)
Economic report, October 14-20, 1963. (C.R.E. 1479/G.)

Greece
Economic report, September, 1963. (C.R.E. 1428/G/2.)

Iran
Agency inquiry for asbestos; measuring instruments; hand and machine tools; gauges. (E.S.B. 28573/63.)

Italy
Agency inquiry for vehicle servicing equipment. (E.S.B. 32803/63.)
Agency inquiry for wool for mattresses. (E.S.B. 32542/63.)
Inquiry for foodstuffs. (E.S.B. 32521/63.)

Jamaica
Inquiry for refuse collection equipment. (E.S.B. 32764/63.)

Malagasy Republic
Economic report, January-June, 1963. (C.R.E. 8422/G.)

Malaya (Federation of)
Economic report, June-September 16, 1963. (C.R.E. 825/4/R.)

Malaysia
Agency inquiry for coaxial cables. (E.S.B. 39814/62.)
Agency inquiry for hand and power tools; marine engines; chain saws. (E.S.B. 33051/63.)
Expansion of television service. (E.S.B. 32841/63.)

Netherlands
Economic report, August 1963 (C.R.E. 3476/G.)

New Zealand
Agency inquiry for medical supplies; stainless steel ware. (E.S.B. 32737/63.)

Norway
Economic report, August, 1963. (C.R.E. 2995/63.)

Pakistan
Collaboration – glass; silica sand bricks; cement. (E.S.B. 32814/63.)

Peru
Inquiry for mobile audio-visual instruction unit; vehicle. (E.S.B. 33250/63.)

Poland
Economic report, September, 1963. (C.R.E. 8644/63.)

Portugal
Economic report, September, 1963. (C.R.E. 3013/63.)

Senegal Republic/Soviet Union
Trade Agreement. (C.R.E. 6816/G.)

South Africa
Agency inquiry for electrical fittings and appliances; photographic equipment; hardware lines. (E.S.B. 32709/63.)

Spain
Agency inquiry for earth moving equipment; road building machinery. (E.S.B. 32596/63.)
Manufacture under licence – safety devices for lifts. (E.S.B. 32859/63.)

Sudan
Inquiry in respect of wheat flour. (E.S.B. 32931/63.)

Sweden
Agency inquiry for paper products. (E.S.B. 31930/63.)
Agency inquiry for leather. (E.S.B. 32890/63.)
Agency inquiry for lace. (E.S.B. 32746/63.)
Economic report, September, 1963. (C.R.E. 2452/63.)

Switzerland
Agency inquiry for women's outerwear; knitwear. (E.S.B. 32757/63.)
Agency inquiry for steel. (E.S.B. 32482/63.)
Agency inquiry for handbags; leatherwares; travel goods. (E.S.B. 33211/63.)

Syria
Inquiry for khaki cloth. (E.S.B. 7826/63.)
Inquiry for printing machines – further information. (E.S.B. 28684/63.)

Thailand
Inquiry for chemicals; materials for paper industry. (E.S.B. 31327/63.)
Economic report, September, 1963. (C.R.E. 2453/63.)

Uganda
Inquiry for rice mill. (E.S.B. 32823/63.)

United States of America
Inquiry for clothing. (E.S.B. 32576/63.)
Inquiry for furnishings; decorative items. (E.S.B. 24837/63.)
Inquiry for chinaware. (E.S.B. 33040/63.)
Inquiry for confectionery. (E.S.B. 32847/63.)
Inquiry for raincoats; hosiery. (E.S.B. 31607/63.)
Inquiry for wire buffing wheels and brushes; wringers for washing machines. (E.S.B. 32510/63.)
Manufacture under licence – food machinery. (E.S.B. 32743/63.)
Manufacture under licence – steel pipes; steel fabrications. (E.S.B. 32530/63.)
Manufacture under licence – electronic components. (E.S.B. 32127/63.)

Venezuela
Economic report, July-September, 1963. (C.R.E. 2475/2G.)

Yugoslavia
Inquiry for agricultural equipment. (E.S.B. 32196/63.)

Yugoslavia/USSR
Trade Agreement. (C.R.E. 5515/G/2.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* Statistics and Market Intelligence Library *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

North American tour for menswear leader

Mr. Gerald Abrahams, the British Menswear Guild's deputy chairman and chairman and managing director of Aquascutum Ltd., left London by air on October 24 for a two-week business trip to Canada and the United States. The trip is to include five days at Aquascutum's Canadian office in Montreal and a further five days in their New York office and visits to customers in Los Angeles and Toronto. He returns to London on November 8. The British Menswear Guild states that Mr. Abrahams is visiting America at the best possible time, for their is now a greater interest than ever before in good British clothing. The Guild's 'London Line' 1964 is selling well and the four United States store promotions are a big success.

Selling automotive chemicals in Denmark and Finland

Mr. Peter N. Whitehead, export sales manager of Holt Products Ltd., manufacturers of automotive chemicals, has recently returned from a tour of Denmark and Finland. The object of the visit was to strengthen and extend present distribution arrangements throughout both territories, to introduce and demonstrate new products to wholesalers and dealers and to inaugurate advertising campaigns in the national and trade press. Mr. Whitehead is planning similar tours for Norway and Sweden, as well as Austria and Switzerland, during the next two months.

British furniture in Africa

Mr. M. J. Watters, export manager of Vono Ltd., and Mr. R. H. Cable, the company's export representative, are both away on sales tours for their company's range of bedding and furniture. Mr. Watters, who left the U.K. on October 18, is touring West Africa and Mr. Cable, who left London on October 27, is touring part of North Africa and the Middle East.

Round-the-world sales tour

Mr. Will George, managing director of Celluware Ltd., Gateshead-on-Tyne, manufacturers of pictorial table mats, framed prints and trays has just commenced a round-the-world tour lasting about three months. The visit is mainly concerned with promoting exports of the company's products, particularly in relation to the tourist trade, contacting and reviewing existing agencies and also the appointment of new agents. Export sales of the company's products increased very substantially last year and a further marked increase is expected in the current year.

Touring the African continent

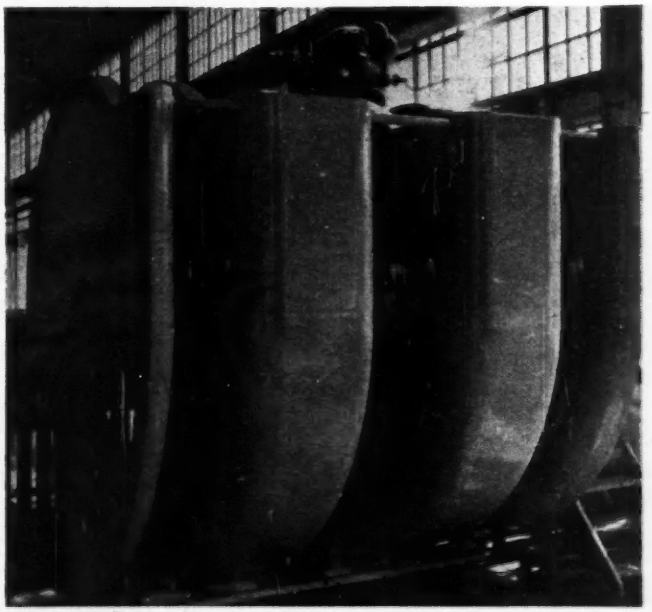
Mr. John Houston, regional export sales manager of Michigan (Gt. Britain) Ltd., is making an extensive tour of the African continent between October 27 and November 28. He will be visiting his company's distributors and introducing the latest model 35A tractor shovel. Michigan (Gt. Britain) are manufacturers of and dealers in earth moving machinery and construction machinery etc.

Scotch Whisky Tour

Mr. K. C. Burbridge, export director of White Horse Distillers Limited, left the U.K. on October 28 for a seven-weeks tour of the Caribbean, Central and South America, accompanied by Mr. R. K. Gray, agency supervisor for the area. He will visit Panama, Argentina, Brazil, Colombia, Surinam, Peru, Uruguay, Venezuela, Curacao, Trinidad and the Virgin Islands. Mr. Burbridge's main responsibility will be to visit distributors in these markets. The company considers that this area is of great importance for the export of Scotch whisky.

Birmingham Chamber of Commerce Trade Tour of Sweden

Members of the recent Birmingham Chamber of Commerce business tour to Sweden seen at the AB. Bahco fan works in Enkoping. Mr. A. J. Adams, leader of the party, said that the mission had had a most successful visit. Orders booked by members of the party totalled over £30,000 and inquiries to be processed could result in business up to £200,000. The organization of the tour in Sweden was undertaken by the British-Swedish Chamber of Commerce.



An arc welder at work on bow sheave assembly, weighing 15 tons, for the new 6,000 ton Canadian Icebreaker/Cableship, the first dual purpose vessel of its kind now being built by Canadian Vickers Ltd., Montreal, for the Canadian Department of Transport. The work is taking place at the Greenwich works of Submarine Cables Ltd., owned jointly by AEI and BICC, who are supplying the whole of the cable laying machinery, worth 600,000 Canadian dollars, for the new ship.

Regional Organisation of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463.)

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from thisp oint of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 353 published in the Republic of South Africa *Government Gazette* states that the Board of Trade and Industry has received the following application affecting the Republic's Customs Tariff:

For an increase in duty on:

(a) Material woven wholly, or in combination with white or unbleached yarns, from coloured or dyed yarns in such a manner as to form a continuous pattern of checks over the whole length and width of the fabric, provided the material, when not manufactured wholly from coloured or dyed yarns, contains not less than 30 per cent by weight of such yarns in the warp as well as in the weft, and

(b) material dyed black and weighing 4 ounces or less per square yard in the form in which it is imported, not raised except on one side, by their inclusion in the definition of calico, drill, twill and sateen.

Where British Trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get into touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 12700/63.

TUNISIA

Imports of textiles

THE FRENCH *Moniteur Officiel du Commerce International* of August 14-17 published an announcement to the effect that imports of textiles under quota would in future be the sole concern of the national companies set up under the auspices of the National Textile Office. At present these are SOGICO (which deals with cotton), SOGIC (ready-mades) and SOGIL (wool).

There are no published detailed regulations as to the way in which the companies will operate, but at the moment it appears that the control exercised by them applies to global quotas and thus to all countries, and that imports can only be made with the prior approval of the appropriate company.

As regards textiles under bilateral quotas, e.g. synthetic textiles, jute goods, tarpaulins, etc., these may still be imported directly by private importers, provided they hold a valid import licence. Similarly, 'novelties,' de luxe cloths, etc., are not covered by the new requirements.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERATION OF RHODESIA AND NYASALAND

Application for increase in duty

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Commerce and Industry has received an application for an increase in the Customs duty applicable to:

UNDERGROUND YIELDING ARCHES (EX TARIFF ITEM 118 (B)(11)) for mining purposes.

The requested increase in duty is 15 per cent *ad valorem* in all columns of the Customs Tariff.

Where British Trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring the make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting ref. C.R.E. 12956/63.

The closing date for the receipt of representations by the Federal Ministry of Commerce and Industry is November 29, 1963.

Rebate of duty for manufacturing purposes

FEDERAL GOVERNMENT NOTICE No. 310 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of October 11, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962, as follows:

in that part relating to the Clothing Manufacturing Industry by the insertion of the following sub-paragraph after paragraph (e) (v) C of the item relating to piece-goods.

Goods	Item	Effective Rate			
		Duty A	Duty B	Duty C	Duty D
(D) Woven wholly from continuous filament yarn, weighing less than 3 oz. per square yard, for the manufacture of ladies' underwear . . .	76 (°).(v)	15% £0 0s. 4½d. whiche	15% or per sq £0 0s. 3½d. ver duty sh	15% uare yard £0 0s. 3½d. all be the	Free Free greater

Agricultural import control

FEDERAL GOVERNMENT Notice No. 284, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of September 27, amends the Control of Goods (Import and Export) (Agriculture) Order 1960 by prohibiting the import into the Federation of maleic hydrazide, also known as MH, except in accordance with the terms and conditions of a permit.

KENYA

Independence celebrations public holidays

THE BRITISH TRADE COMMISSIONER in Nairobi has reported that in connection with the Independence Celebrations the Kenya Government have declared that December 11 and 12 will be public holidays.

IRAQ

Import licensing regulations

A NOTICE WAS published in the *Board of Trade Journal* on June 28, 1963, listing 67 items the import of which into Iraq was prohibited from all sources. The following additions have been made to the list:

Round and oblong wood blocks used in electrical fittings.
Detergents.
Marble.
Water-melon and vegetable marrow seed.
Second-hand graders, bulldozers, road and bridge construction machinery, agricultural machinery, lorries and buses.
Wheat, Millet and oats, Rice — Import licences may be granted occasionally by the Higher Supply Committee.

The import of the following commodities has been prohibited in order to protect national industries:

Biscuits.
Women's stockings made of silk, nylon, perlon or cotton.
Men's and children's stockings made of artificial or natural silk.
Men's socks and stockings made of cotton or nylon.
Cotton or silk shirts.
Cigarette paper books.
Jute and gunnibags.
Women's slippers.
White oil for industrial purposes confined to Government Oil Refineries Administration.
Cellophane bags.
Medical cotton (to be imported by the Government Purchasing Board when needed).
Carton Packets (other than those suitable for mechanical filling).
Sulphuric acid (other than the kinds not manufactured locally for which approval of the Ministry of Oil has been given).
Cast iron couplings.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2528).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by November 21.

District of Lourenço Marques
Govindji Damodar
Kankobhai Bhanji.
District of Gaza
Mulgi Ranchodas
Laldas Kischordas
Mulchand Rugnath
Ussemane Ussene Sema
Manibai Manekbai
Bangangi Amarsi
Rugnangi Amarshi
Dharamshi Liladhar
Manilal Chaganlal
District of Inhambane
Marium Mussa

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

ALGERIA

Global import quotas

THE ALGERIAN *Journal Officiel* of October 4 published a notice to importers regarding the opening of quotas for goods from outside the franc area.

Available under this decree are unspecified quotas for the undernoted goods:

Tariff Number 01-02 A II: Domestic cattle on the hoof other than pedigree breeding cattle.
Tariff Number 02-01: Meat and edible offals of animals falling within heading 01-02 (bovine animals) fresh or frozen.
Tariff Number 24-02: Tobacco manufactures and essences.
Tariff Number 63-101: Used clothing.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

JAMAICA

Import licensing arrangements

THE LIST OF exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by the addition of the following new item:

81. Machinery and Equipment for the manufacture of Detergents as follows:
(a) Sulfonation or Sulfation and Neutralization equipment;
(b) Mixing or Crutching equipment;
(c) Colloid Mills;
(d) Spray Drying and Conditioning equipment;
(e) Automatic continuous powder perfuming equipment.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4.; (Tel. City 5757, Ext. 471).

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by the addition of the following item:

82. Jelly and Dessert Powder.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, S.W.1. (Tel. City 5757, Ext. 471).

GUATEMALA

Foreign exchange control

H.M. CONSULATE in Guatemala City reports that on October 10 the Bank of Guatemala announced the introduction of measures to ease the provisions of the foreign exchange control regulations.

Restrictions are withdrawn on remittances abroad of profits or dividends arising out of foreign capital permanently invested in Guatemala, already registered with the Exchange Control Department of the Bank of Guatemala or which may be registered in future. All restrictions have also been withdrawn in the case of remittances abroad of amortizations of foreign capital permanently invested in the country or which may be invested in future, provided registration requirements are complied with.

Travel allowances and family remittances have also been increased.

No announcements have been made about the provisions of the foreign exchange control regulations regarding remittances abroad for the payment of imports.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

UNITED STATES

The Kennedy Round of tariff negotiations

The President of the United States has sent to the United States Tariff Commission a list of articles to be considered for a possible reduction in United States duties in the Kennedy Round next year. The list covers the whole of the United States Tariff with some statutory exceptions. The Tariff Commission has six months in which to advise the President in respect of each item as to the probable economic effect of any concession on the United States industry concerned. The President will then draw up a list of articles on which concessions may be offered by the United States in the Kennedy Round. Further details, including information about the public hearings, which will start on December 2, 1963, are given below.

IN PREPARATION for next year's negotiations, the President of the United States has furnished the Tariff Commission with a list of articles to be considered for possible modifications in rates of duty or in other import restrictions under the Trade Expansion Act.

The basic negotiating authority in the Act permits the President to halve by five stages the duties existing in July 1962, and under this heading, the President's list contains all commodities in the United States Tariff Schedules except those which the Act excludes from negotiation, viz., carpets, glass, lead and zinc, watch movements, stainless steel table flatware, clinical thermometers, safety pins, cotton typewriter-ribbon cloth (the 'escape-clause' items) and petroleum and certain products thereof.

In addition, 18 items on the list, and on which the Tariff Commission recommended escape-clause action, but which was not put into effect, have also to be reserved from negotiation if the Commission finds that economic conditions in the industry have not substantially improved. Some of the items in the list also qualify under one of the special sections of the Trade Expansion Act, authorizing the elimination of duties, e.g. articles where the July 1962 rate of duty was 5 per cent or less.

The listing of items is for the purpose of affording interested parties an opportunity to present their views on the possibility of a concession; the articles on which the United States will negotiate will be decided later, after the hearings have closed.

The Trade Expansion Act requires two separate sets of hearings to be held. These will be before the Tariff Commission and the Trade Information Committee, and both will begin on **December 2**, and persons wishing to appear must file a written request by **November 20**, to the Secretary, United States Tariff Commission, Washington, D.C., 20436, or to the Executive Secretary, Trade Information Committee, Office of the Special Representative for Trade Negotiations, Executive Office Building, 17th Street and Pennsylvania Avenue, N.W., Washington, D.C., 20506, as appropriate. The Tariff Commission is required to give the President its judgment as to the probable economic effect of modifications of duties or other import restrictions on industries in the United States producing like or directly competitive articles. The Trade Information Committee will hear testimony relevant to any aspect of the negotiations; oral testimony and written statements received by the Tariff Commission will be made available to the Trade Information Committee.

Written statements may be submitted at the earliest practicable date to the Tariff Commission, who require a signed original and 19 true copies, with confidential business data on separate sheets. The Trade Information Committee require 20 copies of written briefs which *must* be submitted by persons presenting oral testimony and one of which must be made under oath or affirmation. Confidential material required to be exempt from public inspection should be marked 'For Official use only'. Written briefs on commodities in Schedule 1 (Animal and Vegetable products) of the United States Tariff Schedules must be submitted to the Committee by November 25, and on Schedule 2 (Wood and paper; printed matter) by December 2, 1963. Last dates for other commodities will be announced later; the Committee will entertain rebuttal briefs within one week after the close of hearings on a particular Schedule.

British exporters are advised to get in touch with their agents in the United States to consider what action should be taken to make their views or any relevant facts known to the Tariff Commission or the Trade Information Committee.

A copy of the United States statement of the lists of items to be considered and of the exclusions, and information about the hearings may be seen at the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457). General inquiries about this notice may be addressed to CRE Department (United States Branch), Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2579).

ECUADOR

Import duty on cars

A DECREE has been passed in Ecuador establishing a new form of charging import duty on cars.

A. Sub-headings (1) to (9) of sub-heading 890 (a) of the Tariff (and the Note to sub-heading 890(a)) are eliminated: the tax will in future be charged according to the formula:

$$Y = 0{\cdot}0117\,X^2 - 6{\cdot}4\,X + 9{,}430$$

Y being the amount of tax in sucres and X the F.O.B. value of the vehicle in dollars. At the same time all additional taxes, including stamp tax and consular fees, are abolished on vehicles classified in sub-heading 890(a), so that tax calculated according to the above formula represents the sum total of import taxation on cars.

B. The Note to sub-heading 890(b) should be amended so that the minimum number of passengers should read '16' instead of '12'.

C. The duty under sub-heading 890(c) is increased to 6·00 sucres per kg. plus 25 per cent.

D. The duty under sub-heading 890(g) is increased to 1·00 sucres per kg. plus 10 per cent.

Import control

THE BRITISH EMBASSY in Quito has reported that the prohibition on the importation of motor cars into Ecuador (reported in the *Board of Trade Journal* of February 2, 1962, page 252) has now been removed.

No further details are available at present.

ARGENTINA

Promotion of local industry

THE *Board of Trade Journal* for October 18 (page 888), reported the issue of Argentine Government Decree No. 5340 which established a 'Buy Argentine' programme. H.M. Embassy at Buenos Aires report the issue of an amending Decree, No. 7388, of September 5, 1963, which exempts from the provisions of Decree No. 5340 single import operations with a value of less than 20,000 U.S. dollars, or the equivalent in other currencies. Transactions concluded prior to July 1, 1963, are also exempted.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at either of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Extension 1195.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'*

BRITISH GUIANA

Import licensing arrangements for salt

THE BOARD OF TRADE have been notified that under the British Guiana Trades (Control of Imports and Exports) Order 1963, import restrictions, in addition to those already shown (see *Board of Trade Journals* of July 26 and August 16, pages 226 and 369 respectively) have been imposed on salt.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* of September 19, 1963 published a Decree making goods under the following heading subject to prior import licence. The Decree is effective on the date of its publication.

Textile No.	Description
642.06.98	Silk fabrics, raw or white, n.s.m.
642.06.99	Silk fabrics, of uniform colour or with motifs, n.s.m.
643.04.06	Silk fabrics, with admixture of non-precious metal of all sorts in the form of spangles or threads.

AUSTRALIA

Tariff board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

1. Hydrofluoric acid 281 (L) (1).
2. Dental chairs and units 419 (G), and 419 (H).

Both these references have been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency; £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
281	DRUGS AND CHEMICALS, viz.:			
	(L) N.e.i.:			
	(1) When not packed for retail sale . . . . *ad val.*	Free	7½%	7½%
419	SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS, appliances and materials (but not including furniture not specifically mentioned in this item), viz.:			
	(G) Chairs, dental . . . . each	£50	£50	£50
	less *ad val.*	40%	20%	20%
	with a minimum of *ad val.*	Free	7½%	7½%
	(H) Dental units . . . *ad val.*	27½%	45%	45%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 20.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 13230/63 and (2) C.R.E. 13231/63.

(*Continued in next column*)

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

References to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of aluminium and aluminium alloy waste and scrap (Tariff Item 139 (A) (3)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

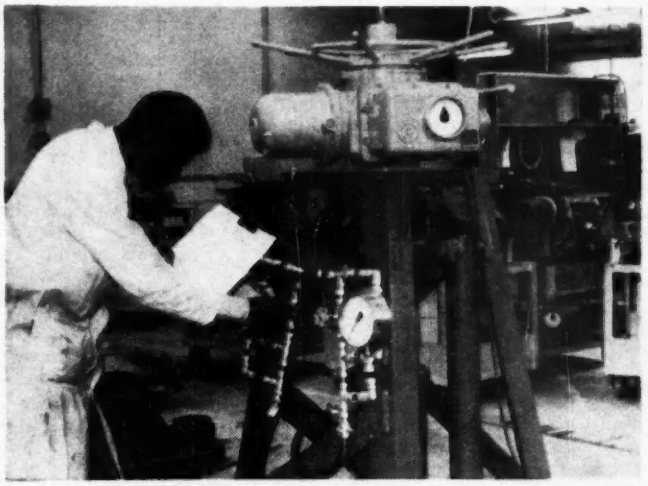
Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
139	ALUMINIUM AND ALLOYS in chief part by weight of aluminium, but not including alloys containing more than 10 per cent by weight of iron or more than 10 per cent by weight of nickel:			
	(A) Unwrought; waste and scrap:			
	(3) Waste and scrap . *ad val.*	Free	7½%	7½%

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2840 or 3145) quoting reference No. C.R.E. 11228/63.

(*Continued on next page*)

Valve actuators for Australian power station



Testing one of a batch of 48 electric valve actuators at the works of Rotork Engineering Co. Ltd., Bath, which will be used for remote control of precipitator isolating doors in the fly-ash system of the Hazelwood Power Station, Victoria. The order was obtained through the firm's Australian agents M. B. John & Hattersley Ltd.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

AUSTRALIA

Details of tariff changes (including temporary duties)

DETAILS ARE GIVEN below of the changes made in the Australian Tariff by Customs Proposals which came into effect on October 18, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
51	Fish crustaceans and molluscs (not including soup):						
	(C) Preserved in tins or other airtight vessels including the weight of liquid contents:						
	[(4) Other] per lb.	1d.	3d.	3d.	(Under new items 51 (C) (4) and (6))		
	ad val.	Exempt	Primage duty Exempt	10%			
	(4) *Canned fish, not covered by paragraph (1) or (5), in the form of cutlets, chunks, flakes, or solid pack* . . . . . *per lb.*	1d.	3d.	3d.	1d.	3d.	3d.
	and, *in addition, a temporary duty of* . . . . . *per lb.*	—	—	—	5d.	5d.	5d.
			No change				
	ad val.	Exempt	Primage Duty Exempt	10%	Exempt	Primage Duty Exempt	10%
	(6) (*New paragraph*). *Other* . . . . . *per lb.*	(Under former item 51 (C) (4,)			1d.	3d.	3d.
	ad val.	(Under former item 51 (C) (4))			Exempt	Primage Duty Exempt	10%
120	(C) (3) Made up textile articles, including textile fabrics in the piece which by the simple process of cutting dividing threads may be converted into fringed made up articles of the class or kind covered in the following sub-paragraphs, viz.:						
	[(f) Woven knitted or lockstitched textile towels, not covered by sub-paragraph (a), (b), (c), (d) or (e), as prescribed by Departmental By-laws] *ad val.*	Free	7½%	7½%	1½%	55%	60%
					(Under new Item 120 (C) (3) (g))		
					No change		
					(Under new Item 120 (C) (3) (f))		
	(f) *Woven tea towels, not being of terry, huckaback or honeycomb weaves; woven towels, not covered by sub-paragraphs (a), (b), (c), (d) or (e), as prescribed by Departmental By-laws* . . . . . *ad val.*		No change		Free	7½%	7½%
			(Under former Item 120 (C) (3) (f))				
	(g) (*New Sub-paragraph*). *Towels, n.e.i.* . . . . . *ad val.*	Free	7½%	7½%	17½%	55%	60%
		(Under former Item 120 (C) (3) (f))					
	(4) Woven textile fabrics *not covered by paragraph (1), (2, or (3),* which in the determination of the Minister are identifiable as fabrics specially designed for use as towelling, as prescribed by Departmental By-laws *ad val.*	Free	7½%	7½%		No change	
176	(L) (2) Differential pressure type [(Venturi)] flow indicators or recorders or integrators or combinations thereof, of types (including parts, n.e.i. and accessories, n.e.i., specially designed for use therewith) designed primarily for measuring in a closed pipe, having a guaranteed accuracy providing for a maximum error of 2% over a range of capacity from full flow to one-quarter of full flow and not utilizing a strip chart instrument for display:						
	(a) Using sensing elements of the sealed bell direct linkage type complying with the following specifications, viz.:						
	Rated for measuring static pressures not exceeding 5 in H_2O over ranges not exceeding 1·8 in H_2O and not less than 0·15 in H_2O;						
	Rated for measuring static pressures not exceeding 50 p.s.i. gauge pressure over ranges not exceeding 6 in H_2O and not less than 2 in H_2O;						
	Rated for measuring static pressures not exceeding 400 p.s.i. gauge pressure over ranges not exceeding 14·3 in H_2O and not less than 8 in H_2O;						
	Rated for measuring static pressures not exceeding 6,000 p.s.i. gauge pressure over ranges not exceeding 1,200 in H_2O and not less than 50 in H_2O . *ad val.*	10%	17½%	17½%			
	(b) Using sensing elements of the non-metallic diaphragm direct linkage type rated for measuring static pressures not exceeding 2·5 p.s.i. gauge pressure over ranges not exceeding 7 in H_2O and not less than 1 in H_2O . . . . . *ad val.*	10%	17½%	17½%			
	(c) Using sensing elements of the metallic diaphragm direct linkage type rated for measuring static pressures not exceeding 3,500 p.s.i. gauge pressure over ranges not exceeding 1,200 in H_2O and not less than 50 in H_2O . . . . *ad val.*	10%	17½%	17½%			
	(d) Using sensing elements of the ring balance direct linkage type rated for measuring static pressures not exceeding 5 p.s.i. gauge pressure over ranges not exceeding 2 in H_2O and not less than 1 in H_2O . . . . . *ad val.*	10%	17½%	17½%			
	(3) Regulating and controlling devices, automatic, for the control of temperature humidity pressure vacuum or rate of flow, including parts, n.e.i., and accessories, n.e.i., specially designed for use therewith, but not including chlorination controllers and parts therefor or goods covered by item 175 (B) or 175 (C):						
	(a) Pneumatic devices for the control of temperature (*including parts and accessories therefor*), as follows, viz.:					No change	
	Of the gas filled closed system type, over a temperature range of 0 to 1000° F;						
	Of the resistance thermometer type, over a temperature range of 0 to 1,200° F;						
	Of the thermocouple type, over a temperature range of 0 to 3,000° F . *ad val.*	10%	17½%	17½%			
	(b) Pneumatic devices for the control of pressure or vacuum (*including parts and accessories therefor*), as follows, viz.:						
	Of the Bourdon type, over a range of 0 to 5,500 p.s.i. gauge pressure;						
	Of the bellows type, over a range of 0 to 30 p.s.i. gauge pressure . . .						
	Of the diaphragm type, over a range of 0 to 50 in H_2O;						
	Of the bellows type, over a range of 0 to 30 in Hg (vacuum) . . *ad val.*	10%	17½%	17½%			
	(c) Pneumatic devices for the control of flow being controllers of the type suitable for the control of goods covered by paragraph (2) (*including parts and accessories therefor*) *ad val.*	10%	17½%	17½%			
	(d) Pneumatic devices being combinations of goods covered by sub-paragraph (a), (b) or (c) (*including parts and accessories therefor*) *ad val.*	10%	17½%	17½%			
240	(A) Tiles, flooring and wall, including mosaic, not covered by items 367 (B) (2) (a), 368 (A) (3)(a) or item 368 (B) (2) (a):						
	(5) Of ceramic materials, whether or not glazed or enamelled, including tile biscuit:						
	[(b) Glazed, in sizes of 6 inches by 6 inches, other than white tiles and other than tile biscuit *ad val.*	17½%	27½%	40%			
	and, in addition, a temporary duty as follows:				*ad val.*		
	for each 1d. or part thereof by which the f.o.b. price is less than 24s. per square yard . . . . . per square yard	1d.	1d.	1d.	25% (Under new Items 240 (A) (5) (b), (A) (5) (c) and (A) (5) (d))	35%	50%
	provided that, in respect of such goods in direct transit to Australia on July 17, 1962 which are entered for home consumption on arrival, no additional temporary duty shall be payable.						
	(c) Other] *ad val.*	17½%	27½%	40%			
	(*b*) *Tile biscuit, not covered by sub-paragraph (a)* *ad val.*	17½%	27½%	40%	25%	35%	50%
	(*c*) *Unglazed, not being tile biscuit and not covered by sub-paragraph (a)* . *ad val.*	(Under former Item 240 (A) (5) (c))			25%	35%	50%
	(*d*) (*New Sub-paragraph*) *Other* . . . . . *ad val.*	Various			25%	35%	50%
		(Under former Items 240 (A) (5) (b) and (A) (5) (c))					

(*Continued on next page*)

Australia, continued

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
317	(G) *(New sub-item). Magnifying and reading glasses, not being spectacles:*						
	(1) *Wholly or partly of gold or silver (not being included in paragraph* (2)) . *ad val.*		No change (Under former Item 321 (B) (1))		Free	27½%	32½%
	(2) *N.E.I., including rolled-gold, gold-filled, gold-cased, gold-plated or gilt* . *ad val.*		No change (Under former Item 321 (B) (2))		Free	17½%	22½%
321	[(A) Spectacles (other than X-ray spectacles or fluoroscopic spectacles) sunglasses, and goggles:						
	(1) Wholly or partly of gold or silver (not being included in paragraph (2)) . *ad val.*	20%	47½%	52½%	20% (Under new Item 321 (B))	37½%	50%
	(2) Rolled-gold, gold-filled, gold-cased, gold-plated or gilt, including the articles named when fitted with pads, bridges or knuckles of gold . . . . . *ad val.*	20%	37½%	42½%			
	(3) N.E.I. . . . . *ad val.*	20%	37½%	42½%	20% (Under new Items 321 (B) and (C))	37½%	50%
	(B) Magnifying and reading glasses, not being spectacles:						
	(1) Wholly or partly of gold or silver (not being included in paragraph (2)) . *ad val.*	Free	27½%	32½%	No change (Under new Item 317 (G) (1))		
	(2) N.E.I., including rolled-gold, gold-filled, gold-cased, gold-plated or gilt . *ad val.*	Free	17½%	22½%	No change (Under new Item 317 (G) (2))		
	(C) Spectacle frames:						
	(1) Wholly or partly of gold or silver (not being included in paragraph (2)) . *ad val.*	20%	35%	52½%			
	(2) Rolled-gold, gold-filled, gold-cased, gold-plated or gilt, including such frames when fitted with pads, bridges or knuckles of gold . . . . . *ad val.*	20%	35%	47½%	20% (Under new Item 321 (A))	35%	50%
	(3) N.E.I.] . . . . . *ad val.*	20%	35%	42½%			
	(A) *Frames and mountings (including hinges) for spectacles, pince-nez, lorgnettes, goggles and the like* . . . . . *ad val.*	20% (Under former Item 321 (C) (1) and Parts Order)	35%	52½%	20%	35%	50%
	ad val.	20% (Under former Items 321 (C) (2) and 321 (C) (3) and Parts Order)	35%	42½%			
	(B) *Spectacles, pince-nez,[1] orgnettes, goggles and the like, corrective, protective or other, not covered by item* 419 (*E*) (1) . . . . . *ad val.*	20% (Under former Items 321 (A) (1))	47½%	52½%	20%	37½%	50%
	ad val.	20% (Under former Items 321 (A) (2) and (A) (3))	37½%	42½%			
	(C) *Ophthalmic lenses other than of glass; shaped eyepieces other than of glass, not powered, for spectacles, goggles and the like* . . . . . *ad val.*	20% (Under former Item 321 (A) (3))	37½%	42½%	20%	37½%	50%

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

MALAYSIA (FEDERATION OF MALAYA)

Exemption from Customs Duty

THE BOARD OF TRADE have received a copy of the Federation of Malaya Customs Duties (Exemption) (Amendment) (No. 3) Order, 1963, which came into operation on April 1, 1963. This Order amends Part I of the Schedule to the Customs Duties (Exemption) Order, 1959, by adding the following new items:

Item No.	Persons exempted	Goods exempted	Conditions	Certificate to be signed by
5A	Ministry of Public Buildings and Works of the United Kingdom.	Imported stores	That the stores are purchased from Commonwealth Government Funds exclusively for use in connection with the construction, development and maintenance of facilities for Commonwealth forces.	The persons approved by the Comptroller.
6A	The civilian staff of the Ministry of Public Buildings and Works of the United Kingdom.	Cigarettes and tobacco not exceeding 200 sticks of cigarettes and ½ pound tobacco per man per calendar month.	That they are imported in bulk and subject to such conditions as the Comptroller may from time to time impose.	The person approved by the Comptroller.
7A	The civilian staff of the Ministry of Public Buildings and Works of the United Kingdom and their wives.	Imported goods (excluding intoxicating liquor, cigarettes in excess of 200 and tobacco in excess of ½ pound, but including snuff).	(i) That the goods are contained in parcels not exceeding 11 pounds in gross weight imported by post otherwise than from Singapore or from the island of Penang: and (ii) that the addressee satisfies the Senior Officer of Customs that he is serving (or is the wife of an officer or other rank serving) on full pay and being at the time in the Federation, but not domiciled therein.	

PORTUGAL

Drawback of duty on imported goods

THE BRITISH EMBASSY in Lisbon have reported the publication in the *Diario do Governo* of August 26 of Decree Law 45,216, which revokes some earlier decrees, and of Portaria 20,029 which permits drawback facilities on the importation of certain goods (wool and man-made fibres) which fall mainly under the Portuguese import tariff chapters 53 and 56.

Full details (in English) of this Decree Law and Order may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

IRISH REPUBLIC

Import quota for sparking plugs

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934, to 1963, for the period November 1, 1963, to October 31, 1964:

Goods	Quota	Quota No.
Certain sparking plugs and certain component parts of sparking plugs	8,250 articles	35

FINLAND

EFTA tariff reductions

AN ACCELERATED time-table for elimination of intra-EFTA tariffs was published in the *Board of Trade Journal* of June 21, 1963, pages 1424 and 1425.

At the Ministerial meeting at Helsinki it was agreed that this time-table would apply also to imports of EFTA goods from Finland; and that Finland would eliminate her duties on her imports of EFTA goods, except on those listed in Annex 1 of the Agreement of Association, in accordance with the following accelerated time-table:

May 1, 1964	reduce to 40 per cent of basic duty
March 1, 1965	" 30 per cent " "
December 31, 1965	" 20 per cent " "
December 31, 1966	" 10 per cent " "
December 31, 1967	complete elimination of duties

On Annex 1 items Finland's revised time-table will be as follows:

May 1, 1964	reduce to 60 per cent of basic duty
March 1, 1965	" 50 per cent " "
December 31, 1965	" 40 per cent " "
December 31, 1966	" 30 per cent " "
December 31, 1967	" 20 per cent " "
December 31, 1968	" 10 per cent " "
December 31, 1969	complete elimination of duties

(A list of the Annex 1 items was published in the *Board of Trade Journal* of March 31, 1961, page 742).

FRANCE

Price limitation

THE FRENCH *Bulletin Officiel des Services des Prix* of October 10 announced that the selling prices (all taxes included) of bock beers with an alcoholic strength of 3·3 per cent to 3·9 per cent may not exceed, at any stage, those ruling on July 20, 1963, or at the nearest earliest date.

The same *Bulletin Officiel des Services des Prix* also announced that the fixed maximum price for certain scrubbing brushes has been set at between F.1·32 and F.2·11, and for brooms made of bristle at between F.13·26 and F.19·35. These articles must be made by hand and by the blind.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Customs modifications

THE FRENCH *Journal Officiel* of October 17 announced the following modifications to the Customs Tariff:

Tariff No.	Description	Reduced Rate of Duty Per cent
Ex 29-35 O II b 1	Gamma picolina	9·6
Ex 29-38 B I b	Cobalamine in the raw state containing not more than 10 mg. of vitamin B12 per cubic centimetre	8·4

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports from UK under negotiated quotas

THE FRENCH *Journal Officiel* of October 27 announced the opening of quotas for the import of British goods for the fourth quarter of 1963. Full details will be published in next week's *Board of Trade Journal* but it should be noted that licence applications for goods under quota 19 must be made not later than 11.30 a.m. on November 12 when they will be examined simultaneously by the competent Services Techniques.

EUROPEAN ECONOMIC COMMUNITY

Remission of duty and processing levy

A NOTICE PUBLISHED in the *Board of Trade Journal* of July 19, (page 161), concerning the circulation of goods within the Community, referred to the decision taken by the Commission of the European Economic Community to set the rate of the levy on goods entering into processing traffic in certain circumstances to 55 per cent of the Common Tariff provisionally as from July 1 until September 30, 1963.

The *Journal Officiel des Communautes Europeennes* dated October 15, contains the text of a further Commission decision to prolong the period covered by the earlier decision from September 30, until December 31, 1963.

The levy referred to above applies to that element in the goods, produced in a Member State, which consists of incorporated products which, in the Member State, have not paid the appropriate custom duties or charges with equivalent effect or have benefited by a total or partial drawback of such duties and charges.

Further translations of the Communities Regulations

THE FOLLOWING FURTHER translations of the European Economic Communities Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.E.1:

Regulation No. 72/63	On the implementation of Article 1 of the Council's Regulation No. 23/63 of March 21, 1963, as regards levying the compensatory amount on compound animal feeding-stuffs containing milk. Price 8d.
Regulation No. 74/63	Laying down the amount of the intra-Community levies on slaughtered pigmeat and live pigs imported on and after August 1, 1963. Price 8d.
Regulation No. 75/63	Laying down the amount of the levies on slaughtered pigmeat and live pigs imported from third countries from August 1 to September 30, 1963. Price 5d.
Regulation No. 76/63	Laying down the amount of the intra-Community levies to apply, in the case covered by Article 3(2) of the Council's Regulation No. 22, to slaughtered hens, chickens and turkeys. Price 5d.
Regulation No. 77/63	Adjusting and laying down sluice-gate prices for live pigs and slaughtered pigmeat imported between August 1 and September 30, 1963. Price 8d.
Regulation No. 78/63	Laying down the amount of the intra-Community levies on farmpard poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry, imported on and after August 1, 1963. Price 8d.
Regulation No. 80/63	On quality inspection of fruit and vegetables imported from third countries. Price 8d.
Regulation No. 81/63	To revise the maximum amount of the refund on bran exported to third countries. Price 5d.
Regulation No. 83/63	Laying down or correcting co-efficients of equivalence between certain qualities of cereals offered on the world market and the standard of quality in respect of which the threshold price is fixed. Price 8d.

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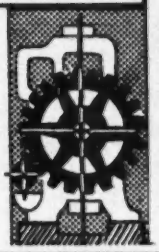

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for businessmen going abroad

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All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4 TELEPHONE: CITY 5757

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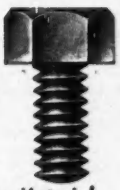

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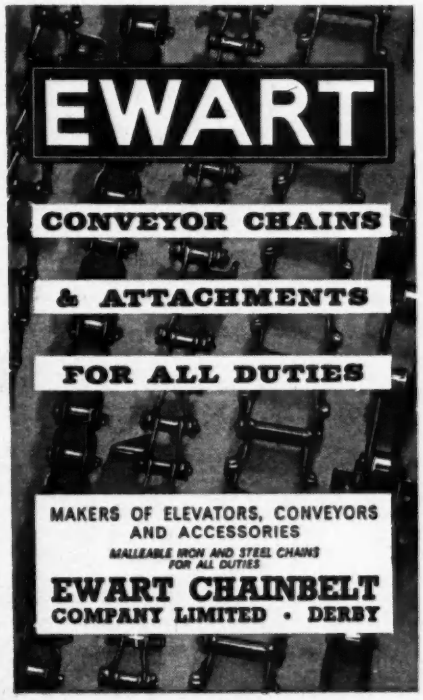

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ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre (an outpost of the Western Hemisphere Exports Council).

The bulletin has at present a circulation of 1,500 copies which are distributed exclusively among businessmen, industrialists, government officials and others interested in the purchase of goods from abroad. The bulletin is distributed free of charge.

Firms and agencies in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Further details can be obtained from La Secretaria Comercial, Embajada Britanica, Casilla 854, Lima.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	This week
Catering trades turnover (M)	11 Oct. 1963
Chemical industries production (6-M)	This week
Companies:	
Income and finance (Q)	This week
New companies registered (M)	27 Sept. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	25 Oct. 1963
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	25 Oct. 1963
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	2 Aug. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
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ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
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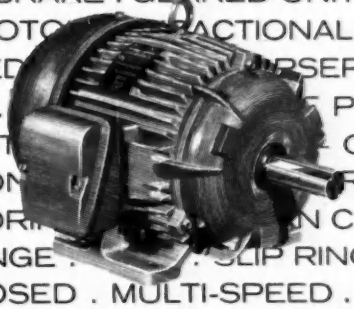

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